HOUSING EXPORTS

STUDY ON U.S. RENOVATION MARKET

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Prepared for CMHC by:
The Starr Group Inc., October, 1999

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CANADA MORTGAGE AND HOUSING CORPORATION

STUDY ON U.S. RENOVATION MARKET
PROJECT NO. 6615-22

Prepared by: The Starr Group Inc.
October, 1999

Disclaimer

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Table of Contents

Highlights

Page

1.0 Introduction 1

2.0 Methodology 1
  2.1 Sources Used 1
  2.2 Definitions Used in the Report 2

3.0 Size of the Market 3

4.0 Motives for Remodelling 4
  4.1 Economic Status 6
  4.2 Demographic Characteristics 7
    4.2.1 Age of household 7
    4.2.2 Age at Purchase 8
    4.2.3 Years of Ownership 9
    4.2.4 Number in Household 9
  4.3 The Features and Conditions of the Home 9
    4.3.1 Age of Home 10
    4.3.2 Size of Home 11
    4.3.3 Structural Type 11

5.0 The Do-It-Yourself Market 12
  5.1 Estimated Size of Market 12
  5.2 The Typical Do-It-Yourselfer 13
    5.2.1 Age 13
    5.2.2 Economic Status 13
  5.3 Popular D-I-Y Projects 14
  5.4 Changes in the D-I-Y Market 15

6.0 Professional Remodelling Contractors 16
  6.1 General and Specialty Trade Contractors 16
  6.2 Small Businesses Dominate the Industry 16
  6.3 Formation and Failure Rates 17
  6.4 Customer Segmentation 18
  6.5 Business Operations and Practices 18

7.0 Rental Unit Remodelling 19
  7.1 Motivations for Remodelling 19
  7.2 Differences in Rental Units 20
  7.3 Owner Spending Patterns 21
  7.4 Behaviour of Rental Owners 22
  7.5 Composition of Spending 22

8.0 Top Type of Jobs Done in Owner-Occupied and Rental Units 23

9.0 Building Product Manufacturers and Distribution 23

10.0 Regional Breakdown of Economic Outlook and Markets for Home Improvement Products 24
  10.1 Regional Economic Overview 25
  10.2 Housing Starts 26
  10.3 Regional Overview of the Home Improvement Products Market 26
    10.3.1 The Northeast Region (New England and Middle Atlantic) 29
    10.3.2 The South Region (South Atlantic, East South Central, West South Central) 31
    10.3.3 The Midwest Region (East North Central, West North Central) 35
    10.3.4 The West Region (Mountain, Pacific) 38

11.0 Trends and Future Leanings 41
  11.1 The House of the New Millennium 41
  11.2 Universal Design 42
  11.3 Predesigned Remodelling Packages 42
  11.4 Credit and Financing for Customers 45
  11.5 Installed Sales 46
  11.6 Manufacturer and Contractor Relationships 47
  11.7 Building Material Distribution 47
  11.8 Technology 48
  11.9 Customer Thinking 48
  11.10 Stoeppelwerth's Predictions for the Industry 49

12.0 U.S. Market Regional Breakdown 50

13.0 Top Remodeller Companies by Region 51

14.0 Contact Information for Independent Lumber Yards and Home Centres by Region 59

15.0 Contact Information for the Leading Retailers Chains by Region 71

16.0 Contact Information for Home Improvement Products Retailers Headquarters by Region 73

17.0 Contact Information for Wholesaling Co-operatives by Region 85

18.0 Contact Information for Distributors by Region 86
  18.1 National Building Material Dealers Association Industry Alliances 97
  18.2 Products Carried by Distributors by Region 101
  18.3 Product Codes Carried by Distributors 112

19.0 Contact Information for Manufacturers Representatives or Agents by Region 118

Highlights

The largest market for Canadian housing product exporters is by far the United States. Americans spend between $120 - $150 billion a year on residential renovation and improvements. These numbers are expected to grow well into the next millennium. It is important for Canadian exporters to understand this market's motivation, trends, and forecasts in order to fully capitalize on this tremendous opportunity.

Size

The $120 - $150 billion that Americans spend annually on upgrading, improving, and repairing their homes almost equals the annual amounts spent on newly constructed homes. This industry, much like the American economy as a whole, has grown steadily over the last few years. The International Monetary Fund (IMF) predicts this trend to continue well into the year 2000. Strong employment gains, high levels of consumer confidence and spending, and low interest rates all directly relate to increased remodelling activity. Remodelling expenditures have grown about 2% annually over the last few years. While this is slower than the general economy as a whole, it is significantly higher than the 0.5% growth rate of new home construction.

Motives for Remodelling

Homeowners renovate and remodel their homes for a variety of reasons. The frequency of these projects and the amount spent on them can be categorized as having three main factors: the economic status of the homeowner, demographic characteristics of the household, and the features of the home.

The most important determinant of homeowner spending on remodelling is their amount of available income. It is therefore logical that expenditures on home improvements and repairs increase with income levels. More affluent Americans also tend to live in larger, more expensive homes with higher upkeeping and remodelling costs. While these Americans with incomes of over $100,000 make up only 11% of all households, they spend almost a quarter of all expenditures.

There are a variety of demographic characteristics that can influence homeowner spending. Age of the household head is extremely important, as it usually directly relates to income levels. The baby-boomers, or those between 45 and 64 years old, total around 76 million people and represent peak earning years. Over 62% of these make improvements annually. The younger range of these are the most likely to make improvements, as their families are growing and they need to adapt existing space requirements. Older people usually have fewer changes to their household composition, and instead spend money on repairs and replacements. Both increasing and departing numbers of family members often stimulate remodelling activity. The age of homebuyers is also important as the vast majority spend an average of $2000 on remodelling within 18 months of their purchase. Those between 25 and 54 are most likely to buy homes, and those in the later years have more disposable income to spend on adapting their purchases to their needs. The number of years of ownership also affects spending. This shifts over time from discretionary improvements to replacements and repairs.

The physical condition and size of a home also influences homeowner spending. As homes age, repair, maintenance, and replacement costs increase. As such, the amount spent on replacements and improvements increase with the age of the home. The average age of a house in America has increased to 27 years in 1995 from 23 years in 1985. Larger homes have more to maintain and improve and therefore need more money spent on them. New home size has continued to increase over the last 30 years. Houses built in1995 are almost 200 square feet larger than those built in the 1960's, and over 300 square feet larger than those built in the 1940's and 1950's. The structural type of a home has also been found to influence the frequency and amount spent by their owners. Single family detached homes are the most likely to have improvements made, and are usually of higher value and are owned by higher income households. They are usually larger in number of rooms, square footage, and are located on larger lots.

The Do-It-Yourself Market

Home remodelling and renovations can either be done by professional contractors or by the homeowners themselves. This market is important as over half of all homeowners making improvements in 1994-95 reported having undertaken at least one D-I-Y project. While one would anticipate these projects to be small, the National Association of Homebuilders (NAHB) reports that 1994-95 spending by these D-I-Y's was $40 billion, just over 40% of the total annual purchases of products used in remodelling.

The age of D-I-Y's greatly affects the frequency with which they undertake projects. Younger owners typically undertake their own projects as they are physically stronger and are interested in saving costs. The effective value of these projects is comparable to that of professional jobs because D-I-Y projects are often concentrated in the higher-cost categories of projects designed to enhance the interior space of the home. In contrast, homeowners are much less likely to undertake replacement projects themselves due to safety and low potential savings.

The share of D-I-Y projects in the overall home improvement market is shrinking. This decline has been prevalent in all major categories, and is largely due to the ageing population. The share of older homeowners has increased over the last 15 years, and as these people age, they are less likely to undertake projects themselves. This shrinkage has also been affected by the growth of the Buy-It-Yourself (B-I-Y) market, where homeowners buy the materials themselves but have a contractor install them.

Professional Remodelling Contractors

Professional contractors receive three-quarters of all remodelling dollars. For local American contractors, this industry is easy to enter with many states having few or no necessary formal requirements for entry or licenses. As a result it is estimated that there were over 800,000 establishments in operation in 1998. For Canadian contractors, restrictions arising from U.S. immigration legislation can make it extremely difficult to carry out contracting work in the United States.

Contractors can be divided into specialty trade contractors focusing on single-job trades such as plumbing, painting, or electrical work, and general contractors providing a variety of services.

Small businesses dominate the industry with over 40% reporting revenues of less than $100,000 in 1992. The top 100 American remodelling companies contributed just 6.5% of all receipts the same year. The industry is also plagued by a high failure rate. Only 20% of existing firms are over 10 years old. It is estimated that close to 90% of firms fail within their first five years.

With the exception of expanded technology and increased specialization, business operations and make-up in the remodelling industry have not changed dramatically over the past 20 years. Larger companies continue to subcontract more work than do smaller ones. They also tend to target higher-end projects and customers with higher incomes to cover the cost of attracting and keeping skilled workers. Surveys conclude that almost three-quarters of contractors are between the ages of 35 and 54, and 80% have some form of college education. The use of computers has drastically increased over the last ten years, and is most commonly used for word processing, accounting, and job costing. A lack of customer satisfaction with work done continues to plague the industry, with the customer being totally satisfied less than 30% of the time.

Rental Unit Remodelling

Remodelling expenditures on rental, seasonal, and vacant units accounted for about $33.3 billion in 1997. Rental property owners often have different motives for remodelling than do homeowners. Rental owners remodel to maximize their economic returns and to protect their investments. In general, they are more profit oriented than homeowners are. They will usually refrain from making improvements that will not recoup their investments in the short run. They may also take longer to make repairs, trying to maximize profits without extra costs. As renters usually move to new apartments when their space requirements change, rental owners rarely need to reconfigure their units to attract new renters. While they may make improvements to meet market demand and trends, they spent less on improvements than do homeowners.

The typical characteristics of rental units also account for different spending patterns by their owners. Rental units are usually at least 30% smaller than the average owner occupied home. Less space and fewer bathrooms result in lower per unit remodelling requirements. Structural alterations and improvements are also less likely to be done because of limited space to expand. Repair spending is often increased as rental units are typically older than are owner occupied homes.

In 1995 65% of rental owners were individuals or married couples with the rest owned by partnerships, corporations, and other institutional investors. Over a quarter of these units were held by one person owning only one unit. A large number of these owners fail to maximize their investment returns, and are unaware of modern business practices and theory. Trends due to age and size follow the homeowner example, though the most important determinants of rental remodelling expenditure seem to by the number of units owned, the form of ownership, property characteristics, and market conditions.

Top Types of Jobs Done

The top three type of jobs done in owner occupied homes were painting and papering, roofing, and room additions. The top three types done in rental units were painting and papering, kitchens and bathrooms, and roofing.

Building Product Manufacturers and Distribution

The American housing product market is characterized by a few manufacturers dominating product lines. Smaller product lines are fragmented, but major manufacturers are increasing their market shares.

Traditional distribution continues strongly in many areas, but is being affected by the growth of major home center chains such as Home Depot and Lowes. These giants' marketing tactics have changed the building products business into a commodity-oriented, price-driven marketplace with decreasing profits. This will likely result in smaller competitors being driven from the marketplace. Manufacturers are tending to bypass traditional two-step distributors and dealers in favour of these larger chains and buying groups.

Regional Economic Overview

The Home Improvement Research Institute (HIRI) has broken the United States into nine regions, analyzed their economic progress (based largely on job growth), and made predictions for their growth rates over the next four years. This is important to consider as homeowner and rental owner expenditures are affected by general economic prosperity. The national economy has been drastically affected by international financial problems, and falling exports have affected every region to varying degrees. Growth rates are expected to decline until at least 2000. The western states are expected to recover the quickest, buoyed by the benefits of population in-migration and a thriving high technology industry. Housing starts are also expected to decline from recent highs. As the young adult population drops, so will the number of new starts. Only states in the Pacific, New England, Middle Atlantic, and the West South Central regions are expected to gain considerable new starts.

Regional Home Improvement Products Market Overview

The HIRI has divided home improvement products into nine categories: hardware, tools, plumbing supplies, electrical supplies, lawn and garden equipment and supplies, lumber and building materials, paint/preservatives and supplies, and hard-surface floor coverings. The categories predicted to make the largest gains nationally will be the lumber and building materials, the lawn and garden equipment and supplies, the paint/preservatives and supplies, the electrical supplies, and the plumbing groupings.

Four of the five fastest growing states in the country (Nevada, Arizona, Utah, and Colorado) have fuelled the Mountain region as the leader in the home improvement products market over the last five years. The South Atlantic region is a close second with strong building activity in Florida, Georgia, and North Carolina. These are followed by states in the East South Central and West South Central regions. While all are expected to slow considerably in the next four years, they will still post growth rates of over 3% annually.

The consumer and professional remodeler markets for home improvement products closely mirror the overall trends as noted above. Most posted strong growth rates in 1998, and most are expected to decline somewhat in the next four years. The national consumer market will average about 4%, with the highest growth rates in the West South Central, South Atlantic, and Pacific regions. The national professional remodeler market will average a smaller 2.4%, with the highest growth again in the South Atlantic, West South Central, and Mountain regions.

Future Trends

A number of trends and issues have emerged to make an impact on the remodelling industry and affect the future areas of growth. Some of these include:

- **a shift in the use of interior space within homes**. Space allocation within homes is expected to shift as multi-functional kitchens, smaller formal dining rooms, larger master bedrooms, and home offices become more popular

- **a growth in the implementation of universal design products**. By the year 2000 one-third of Americans will either be disabled, chronically ill, or over 65 years of age. Changes made in the home to allow these people greater freedom of movement and freedom are expected to become increasingly dominant in both remodelling projects and new homes.

- **the growth of predesigned remodelling packages**. These packages save vast amounts of time and money, and are predicted to revolutionize all aspects of the industry. Manufacturers and contractors can utilize these products to increase efficiency but still offer consumers considerable choice and price range of products. As a large number of ageing homes built between 1955 and 1975 have similar room specifications, it should be a simple matter to design packages for these homes, many of which are owned by the prime income-earning baby boomers.

- **contractors increasingly offering credit and financing to customers**. Only a small percentage of contractors currently offer these services. Financing offers substantial benefits to customers as it allows them to undertake projects without immediate available income. It benefits contractors by increasing their professional image and expand their customer base.

- **the growth of installed sales programs**. Manufacturers, lumberyards, and home centers have begun offering installed sales programs to better meet customer needs and satisfaction. While not yet caught on, many feel this is the future of this industry as it consolidates the relationships between product manufacturer and service provider.

- **an increase of trust between manufactures and contractors**. As installed sales and predesigned packages become more popular, it is essential for this relationship to grow stronger than the present levels of mistrust.

- **the changing nature of distribution**. As mentioned before, the growth of the home center giants have drastically affected the traditional channels of industry distribution. Independent lumberyards, manufacturers, and smaller chains must look towards the growth of these giants and develop their own programs if they want to survive.

- **the increased use of technology**. Contractors must continue to educate themselves and use the benefits of technology to become more efficient. It is essential that contractors make use of computers in their proposal, design, estimating, and even marketing functions to distance themselves from competition.

- **the development of "brand name" recognition by consumers**. The average remodelling consumer has changed from blue to white-collar, and is heavily influenced by brand name recognition and marketing. It is essential that all players in the industry strive to make themselves brand names.

- **the increased use of showrooms**. These will become essential as customers want a complete visual interpretation of their project whenever possible. Companies with the best showrooms should increase new sales.

1.0 Introduction

Canadians currently export billions of dollars of residential products and services all over the globe. The largest market for these exports is by far the United States. Residential renovation and remodelling make up a substantial segment of this market, as Americans spend between $120 - $150 billion a year, upgrading, improving, and repairing their homes.

These numbers will continue to grow as the American economy remains at the head of the G-7 nations in annual growth rates over the next few years. The residential remodelling market itself is predicted to grow as the American population ages, requiring physical home remodelling and an increased use of contractors. Competitive Canadian companies can take advantage of these opportunities if they make use of market trends and industry forecasts.

This study will give an overview of the American renovation and remodelling market. It will include practical information on the size and nature of this market, the motives and spending patterns of customers, the nature of the contracting sector, a breakdown of the residential housing products market by region, and current issues and future trends affecting the industry.

2.0 Methodology

The intent of this report is to review, consolidate, and present existing information on the American home improvement and remodelling market. This was done by using information from a series of existing studies, giving updated information when possible.

2.1 Sources Used

There are a number of sources available giving relatively recent facts, figures, and opinions on the state of the remodelling industry in the US. Different studies and groups have different focuses, and this report tries to make an amalgamation of relevant material.

Most studies on the industry use figures obtained from the U.S. Commerce Department. Their *Survey of Expenditures for Residential Improvements and Repairs (Series C-50)* seems to be the benchmark work, and covers spending by home and rental property owners on improvements and repairs. This survey includes data up until 1998.

The most comprehensive full text report comes from Harvard University's Joint Center for Housing Studies (JCHS), entitled *Improving America's Housing: The Remodelling Futures Program*. This covers almost all important aspects and issues facing the industry, and is the major source used in completing this report. The only concern about this work is that it took three years to complete, and a lot of the information is based on 1995 figures.

The U.S. Department of Housing and Urban Development's (HUD) *American Housing Survey* also reports on spending by homeowners on improvements and repairs to homes and property. While useful, this survey has neglected to include facts on rental units, seasonal and vacant units, and expenses on items such as appliances and furniture, which make an impact on remodelling expenditures.

The Home Improvement Research Institute (HIRI)'s *Home Improvement Products Market Forecast (DRI/HIRI Report No. 23)* was completed by Standard and Poor's. This report covers purchases of products typically used for home improvements, and makes predictions as to American economic and market trends.

Canadian Consulates also have various reports on the building material markets in varying regions of the United States. This report uses information compiled from the Chicago Canadian Consulate General's *The Building Materials Market in Illinois, Wisconsin, and Missouri (June 1999).*

The National Association of the Remodelling Industry (NARI) is an organization of more than 6,000 member companies whose business is directly related to remodelling. They offer a web-site at www.nari.org with information to help homeowners decide on how and with whom to pursue renovations, and a variety of services for remodelers. They also have summaries of the industry, and articles by experts on current and future issues and trends.

An interesting web-site at www.hometechonline.com is from a company named Hometech, who offer 30 years of experience in providing information and services to remodelers and home inspectors. They publish books and software dealing with the industry, and conduct training seminars across the U.S. There is a useful article written by a U.S. renovation expert and Remodelling Magazine author, Walt Stoeppelwerth. His *Residential Remodelling: Forecast of Changes into the Next Century* outlines his views on the troubles plaguing the industry, and how best to correct these problems for the future. It offers a lot of useful tips and ideas for contractors, manufacturers, and just about everyone else in the industry to keep in mind.

2.2 Definitions Used in the Report

This report will use the JCHS's definitions of "remodelling" to denote improvements and repairs, "improvements" being any activities that enhance residential structures and grounds, and "repairs" being specifically those activities, not including replacements, that maintain a home in an acceptable condition.

3.0 Size of the Market

As with most industries, exact size determination is difficult. Different studies use different terms and sources for their facts and figures. Even major governmental surveys that gather information on basically the same housing improvements publish very different figures. As mentioned before, some do not include mobile units and condominiums, while others do not figure in the rental market.

For example, the US Commerce Department's *Survey of Expenditures for Residential Improvements and Repairs* excludes tools, expenses for items not permanently attached to the dwelling (e.g. appliances), and renter expenditures for improvements and repairs to their own units. The *American Housing Survey* excludes the above as well as spending on seasonal and vacant units. The Home Improvement Research Institute's main work does not include labour costs for improvements and repairs. As a result, exact determination of the industry size is difficult. Yet combined, these surveys and studies do give a good representation of the general size and nature of the industry. It is agreed that the size in 1998 was from $120 - $150 billion, with the majority citing the lower end of that scale. Regardless of the total used, this is a substantial amount, and is very close to the annual amounts spent on newly constructed homes.

As shown in the US Commerce Department's study, the remodelling industry has experienced a few dips, but has grown steadily over the last 15 years.

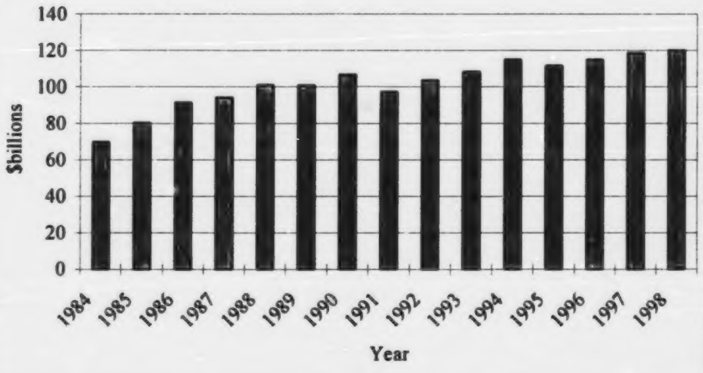
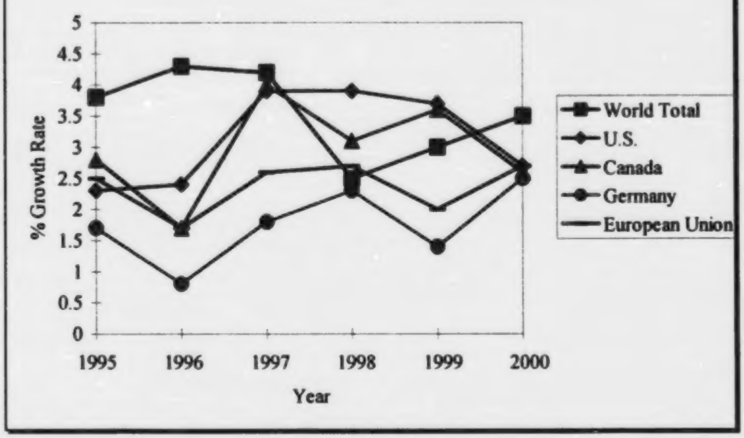


Figure 3.1 - Remodeling Expenditure Growth Over the Last 15 Years

The American economy as a whole has also been growing strongly over the last four years, and is expected to be at the top of G-7 country growth into 2000. The International Monetary Fund (IMF) recently predicted that the U.S. will continue to be a strong force for global growth, expanding 3.7% this year.

Figure 3.2 - Growth in the World Economy

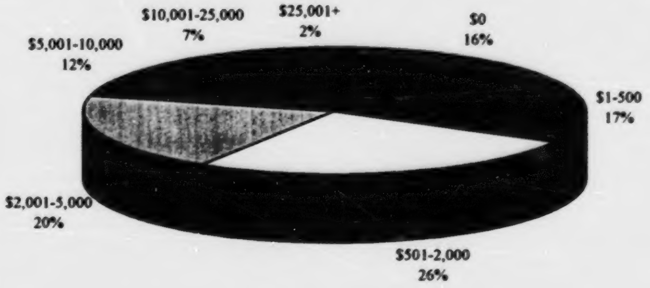


As the general economy has grown, so has the remodelling and renovation market. Strong employment gains, high levels of consumer confidence and spending, and low interest rates all directly relate to increased remodelling activity. As the majority of remodelling expenditures are relatively expensive, swings in economic prosperity have a powerful effect on the decision to remodel. The JCHS reports that homeowner remodelling expenditures have grown about 1.8% annually. This is slower than the economy as a whole, but much faster than the 0.5% growth rate of new home construction. The remodelling industry is less volatile than the new home industry mainly because while they may not remodel, households still tend to make necessary repairs and maintenance of property, regardless of economic prosperity.

4.0 Motives for Remodelling

Homeowners on average spend modestly on improvements and repairs. In 1994-95, the majority of homeowners spent between $500 - $2000 on these.

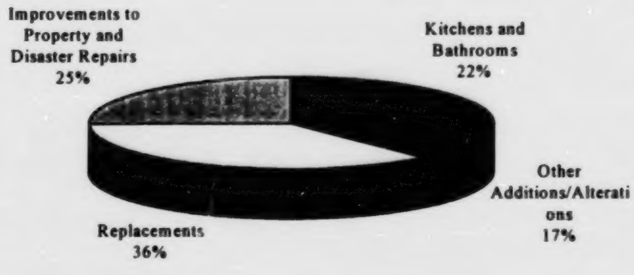
Figure 4.1 - Average Annual Amount Spent by Homeowners on Remodeling



Homeowners renovate and remodel their homes for a variety of reasons. As homes age, their styles and features become increasingly outdated. Families interested in eventually reselling their homes feel that they must keep up with the latest trends in order to increase the market value of their homes. Many believe that the finished renovations will raise the value of the home more than the cost. The age of the home also dictates the amount of repairs that are necessary. Older homes require more upkeep than do newly built ones. These homes often need to upgrade electrical and heating systems, insulation, roofing, and general structure for both safety and efficiency reasons.

As is shown in the following graph, the JCHS reports that in 1995 homeowners spent over $62 billion in replacements such as replacing equipment and built-in appliances, windows and doors, flooring, ceilings, roofs, panelling, and HVAC systems. Homeowners also spent over $43 billion on improvements to their property such as detached garages, swimming pools, driveways, fencing, patios, and decks.

Figure 4.2 - Remodeling By Homeowners in 1995



A survey by the NARI in 1996 shows that almost 80% of homeowners planned to make major improvements that year:

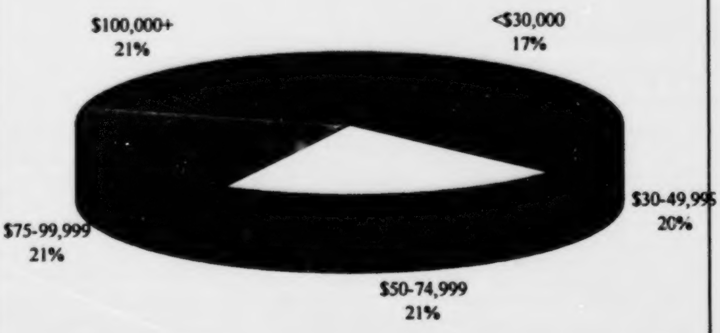
- 60% will purchase lumber or building supplies
- 32% will remodel their bathroom or kitchen
- 26% will build a deck or porch
- 24% will replace fencing
- 20% will buy roofing, siding, or insulation
- 15% will buy new windows
- 9% are planning other additions

The frequency of projects undertaken and amount spent by homeowners can be categorized as having three main factors. These are the economic status of the homeowner (income), the demographic characteristics of the household (age of the head, patterns based on age, composition of the household), and the features of the home (age, size, value, structure type, and location).

4.1 Economic Status

Obviously the most important determinant of homeowner spending on their house is available income. A house is difficult to maintain, let alone improve, without enough disposable income. Expenditures on home improvements and repairs usually rise with income. Those with higher incomes also tend to live in larger, more expensive homes with greater upkeeping and remodelling costs. The majority of American remodelling customers have changed from blue to predominantly white-collar workers, who often view their homes as a major part of their financial future. The NARI reports that affluent Americans with salaries of over $100,000 spend more than $31 billion every year on their homes. Even though they represent only 11% of all households, this is nearly a quarter of all expenditures. As shown in the following graph, the JCHS states that in 1995 over 65% of affluent Americans spent an average of almost $10,000 on their homes.

Figure 4.3 - Homeowner Remodeling Activity Rises With Income



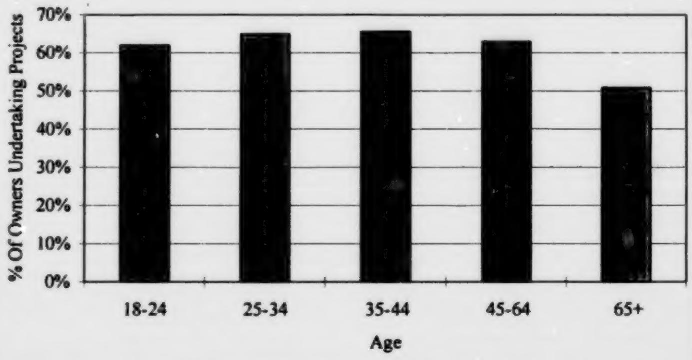
These homeowners also spend more on expensive discretionary projects such as room additions, kitchen and bathrooms, and other interior alterations than do other categories. Affluent Americans are also more likely able to obtain financing for renovation and remodelling due to assets held, though there is no data collected for this purpose.

4.2 Demographic Characteristics

4.2.1 Age of household

Spending trends related to income are also heavily associated with the age of the household. Peak earning years are generally associated with those between 45 and 64 years old. These "baby-boomers" total around 76 million people, and the graph below from the JCHS shows that over 62% of homeowners in this category undertake projects every year.

Figure 4.4 - Share Of Owners Undertaking Projects Peaks At Middle Age



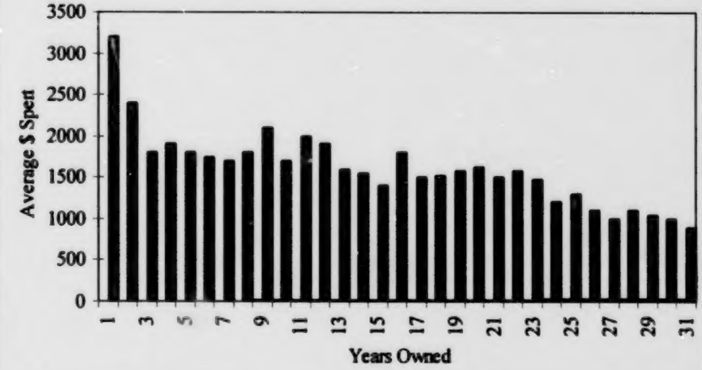
While spending by this group is relatively high, it is interesting to note that early middle age owners (35 to 44 years old) are the most likely to make improvements. This is usually the time of life when families are growing and therefor require additional living space. In contrast, owners over 65 years old are the least likely to spend on improvements. Their household composition is generally stable and they have less need to alter their homes' configuration. Most of the money spent by this older age group involve repairs and replacement projects as their homes age. These expenses will be responsible for almost half the remodelling dollars spent in the next five years.

4.2.2 Age at Purchase

Age patterns can also be grouped into home buying preferences. The NARI has developed a pattern for homebuyers based on age. They believe that 20-24 years olds are usually renters. People between 25 and 34 years of age are usually first time homebuyers. Those between 35 and 54 are most often trade-up buyers, and those over 55 years old are most likely to be long-term owners or retirement buyers.

These patterns are significant because the vast majority of homeowners remodel within 18 months of their purchase. As the following graph shows, the JCHS reports that every home purchased generates on average an extra $2000 of improvements. One of the reasons for this trend is that it allows families to customize their homes to their particular needs and to enjoy these improvements immediately. Another is that some projects, such as energy improvements, save more money the earlier they are done. Making improvements at the beginning of the move also reduces the disruptions to the household that the members would experience if remodelling was done after settling into a new home.

Figure 4.5 - Remodeling Expenditure is Highest After Initial Purchase



Most spending within the first two years goes to kitchen projects, bathroom projects, room additions, and other interior alterations. Other common improvements include upgraded garages. The most common replacements during this period are HVAC, windows, doors, and roofing.

First time buyers generally spend considerably less at move-in than do trade-up buyers. This is primarily because first-time homeowners tend to have lower incomes than do trade-up buyers, are more likely to need home furnishings, and have spent a substantial part of their worth on the new home.

4.2.3 Years of Ownership

The last graph shows a brief surge in spending after 8 to 10 years of ownership. The reasons for this are not entirely clear, but the JCHS believes this is about the time when many owners decide to trade up or remodel. Those planning to move reduce their spending by 15% in the 2 years preceding a new purchase (though this percentage does not figure in last minute spending to prepare their house for sale).

As mentioned before, homeowner spending shifts over time from discretionary improvements to replacements and repairs. In the first ten years of ownership, households spend almost double the amount of improvement spending on discretionary changes such as room additions and interior alterations. In the next ten years, spending on these items is about the same as for replacements. And in the following ten years expenditures for replacements substantially outpaces expenditures for discretionary improvements. More than 26% of long-term owners reported having had replaced a roof. Another 18% had replaced major equipment such as a furnace, hot-water heater, or air conditioner. About 15% had replaced siding, and slightly more replaced exterior doors and windows.

4.2.4 Number in Household

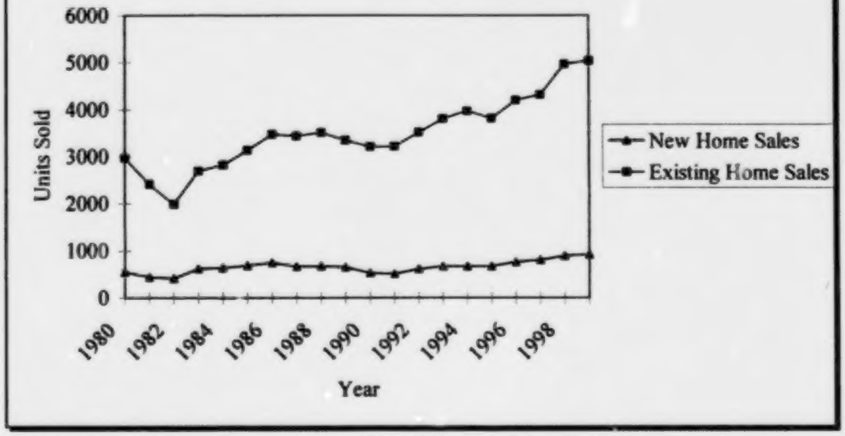
As people age, they generally follow a fairly predictable lifecycle pattern of household formation - first, living alone or with roommates, then marrying, having children, living again as a couple when children move out, and ultimately alone. Their patterns of spending closely follow this trend. Families with children are largest, require the most living space, and therefor spend the most on renovations and improvements. Many opt to alter their existing home instead of moving to a more spacious one. The JCHS states that in 1995 25% of married couples aged 25-34 years old with new children added or altered a room in their house.

While increasing numbers of family members drive remodeling spending, departing household members often also stimulate remodeling activity. A good example of this is parents converting their grown-up children's bedrooms to home office or guest rooms once they have left for college.

4.3 The Features and Conditions of the Home

The Canadian Consulate General in Chicago states that almost 67% of the American population own their own homes. As shown in the following graph, the vast majority of the population over the last ten years have bought existing, rather than new homes.

Figure 4.6 - Existing Home Sales Outdistance New Home Sales

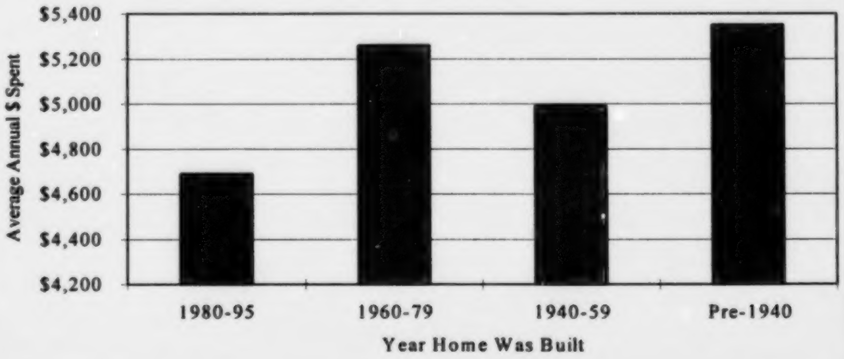


4.3.1 Age of Home

As these existing homes age, repair, maintenance, and replacement costs increase. The NAHB states that many of the major components of a home – such as the roof, windows, and plumbing fixtures – have a useful lifespan of 20 to 35 years.

Just as the US population is ageing as a result of past birth patterns and longer life-spans, the nation's housing is also ageing as a result of past patterns of construction and lower loss rates. Unlike some other countries, this increased age of homes reflects efforts to rehabilitate rather than remove badly deteriorated housing. The JCHS states that the share of homes lost each year has declined from about 1% in 1960 to only 0.25% today.

Figure 4.7 - Owners of Newer Homes Spend the Least On Remodeling

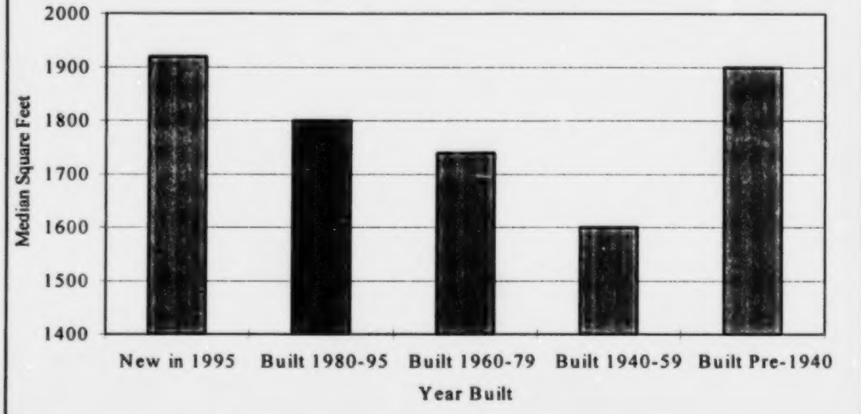


The JCHS found that the average age of a house in America had increased to 27 years in 1995 from 23 years in 1985. As homes age, expenditures for maintenance and repairs are essential to prevent physical deterioration.

4.3.2 Size of Home

The size of houses is also a factor in spending. The larger the home, the more there is to maintain or improve. New home size has drastically increased over the last 30 years.

Figure 4.8 - A Continuing Trend Towards Larger Homes



Homes built in 1995 are almost 200 square feet larger on average than those constructed in the 1960's and 1970's. They are more than 300 square feet larger than those built in the 1940's and 1950's. The JCHS gives the example of a study in which, all other things being equal, the owners of eight room houses in 1995 spent 6.5% more than owners of seven room houses.

Changes in house value also drive remodelling activity. The NAHB has found that house price appreciation is closely associated with renovation spending levels. Apparently owners see their house price appreciate, and decide that investments in improvements are a wise decision.

4.3.3 Structural Type

Structural type of housing is another important determinant of remodelling. Single family detached homes are the most likely to have improvements made. They are also usually of higher value and owned by higher income households than other types. They are usually larger in number of rooms and square footage, and are located on larger lots allowing easier expansion of the structure.

Owners of manufactured housing are the least likely to make improvements. When they do, they usually spend the least. This is consistent with a pattern of lower incomes and either very young or very old ages. It is also consistent with the smaller size and lower value of the units. Nevertheless, the JCHS states that total improvement spending as a percentage of home value is considerably higher for owners of manufactured homes than for any others. These owners are quite active in building additions and performing replacements. Over 20% of owners in 1995 conducted improvements such as decks or garages.

It is very difficult to measure the spending of condominium owners on improvements because owners usually do not know what share of their condo fees goes towards remodelling.

5.0 The Do-It-Yourself Market

Homeowners wanting to remodel can decide to either hire a professional contractor, or do it themselves by buying the materials and providing all or most of the labour. Experts disagree on the size of this market, as most studies do not take into account homeowner's labour. Yet this sector is important for product manufacturers and suppliers to understand as do-it-yourselfers often purchase home improvement products through different distribution channels than do professional remodelers.

5.1 Estimated Size of the Market

The JCHS stresses the importance of this market. They state that in 1994-95 over half of all homeowners making improvements reported having undertaken at least one D-I-Y project. While these expenditures are usually much smaller than contracted projects, these amounts are significant because these estimates do not factor in expenditures for D-I-Y labour, which would be significant.

The JCHS tries to evaluate the true size of the market using calculations of its share of total material purchases for remodelling projects. According to the NAHB, materials usually account for about 40% of the cost of a professionally managed remodelling project, with the rest reserved for labour, overhead, profit, and related costs. Using this definition, D-I-Y spending in 1994-95 was $40 billion, just over 40% of the total annual purchases of products used in remodelling.

5.2 The Typical Do-It-Yourselfer

Two-earner households and the increased specialization of the workforce are major recent demographic trends. One would expect these trends to limit the D-I-Y market as there is less available time for homeowners to renovate, and they increasingly lack the necessary skills. Perhaps these are major reasons for the decreasing D-I-Y market share.

5.2.1 Age

Homeowners choosing D-I-Y projects are typically younger than those that hire contractors or do not remodel. According to the JCHS more than 20% of homeowners involved in D-I-Y projects in 1995 were less than 35 years old.

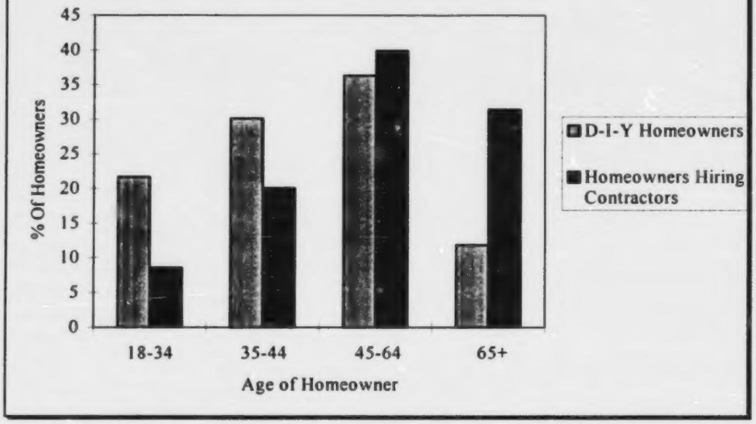


Figure 5.1 - Homeowners Undertaking D-I-Y Projects And Hiring Contractors

More than 50% of all D-I-Y's are under 45 years old. Homeowners over 65 remain active in the improvement and repairs market but are less likely to do the projects themselves. Younger homeowners are more able to perform physically demanding tasks.

D-I-Y's are also more likely to be married couples with younger children at home. This explains the fact that a high proportion of the young D-I-Y population concentrates on improvements to interior space.

5.2.2 Economic Status

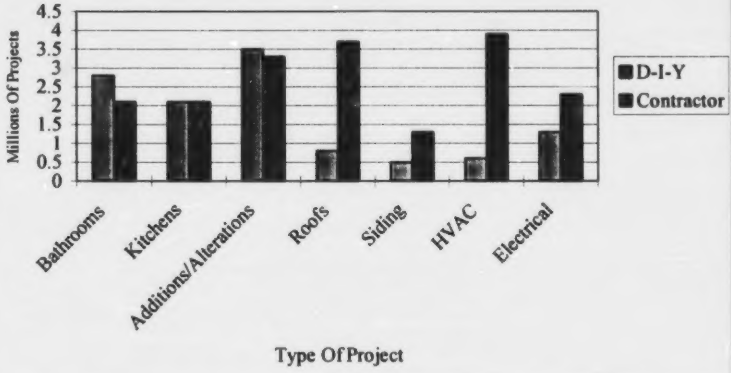
While many homeowners undertake D-I-Y projects to save on costs, they do not necessarily have low incomes. The average income of D-I-Y households in 1995 was $48,000, while those employing contractors was $46,000. This is largely due to older people, who are not as physically able to do the work, hiring contractors. Incomes at these ages are usually lower than in prime years

5.3 Popular D-I-Y Projects

Most would assume that D-I-Y projects are modest undertakings when compared to those by contractors. The typical D-I-Y homeowner has less remodelling experience, fewer specialized skills, and less time to work on involved projects. Despite this, the JCHS believe that D-I-Y projects are essentially as ambitious as professional projects in both level of spending and effort.

The effective value of D-I-Y projects is comparable to that of professional jobs because D-I-Y projects are often concentrated in the higher-cost categories that add to or enhance the interior space of the home. As shown in the following graph, the number of D-I-Y bathroom projects and additions/alterations in 1995 exceeded the professionally done jobs. In addition, the number of kitchen projects was essentially the same.

Figure 5.2 - D-I-Y Remodeling Focuses On Interior Projects (1995)



In contrast, homeowners are much less likely to undertake replacement projects themselves. The two main reasons for this are safety, and low potential savings for the homeowners. Safety is important as reroofing or installing new electrical systems could be potentially hazardous. In other D-I-Y cases, the money the homeowners could save would be negligible. In many projects, such as the installation of a water heater or furnace, the cost of the system itself is a large share of the total amount. Specialty sub-contractors usually purchase these products at substantial discounts that the general public could not receive. In addition, specialized skills enable the contractor to finish the work much more efficiently.

5.4 Changes in the D-I-Y Market

Although large, the share of D-I-Y projects in the overall home improvement market is shrinking. As shown in the following graph, the D-I-Y share has shrunk from 43% in 1985 to 38% in 1993. The decline has been prevalent in all major categories, and not just ones dominated by specialty contractors.

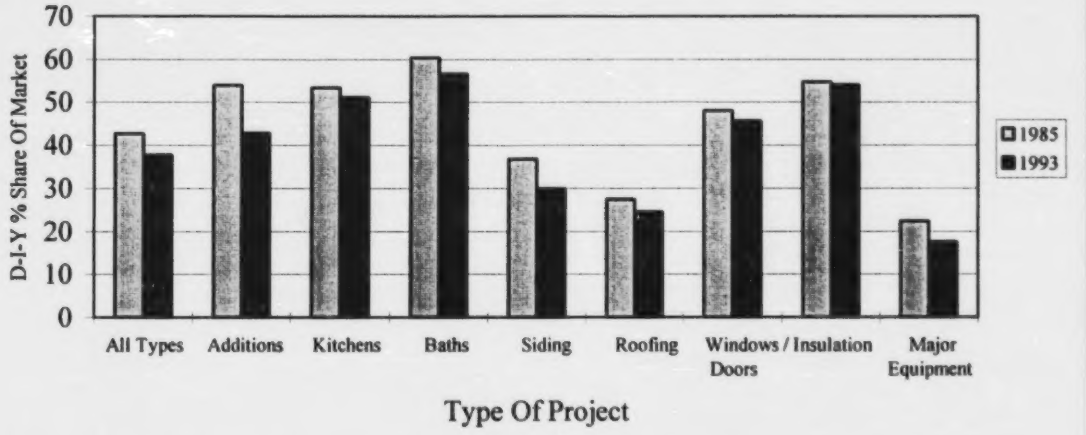


Figure 5.3 - D-I-Y Share of Remodeling Projects Is Declining

A large part of this trend is due to the ageing population. The share of young homeowners, the most likely to undertake D-I-Y projects, has fallen in the last 15 years. In contrast, the share of older homeowners, who are more likely to hire contractors, has increased. As households age, the likelihood of doing improvements themselves diminishes.

An additional factor in this decrease is the growth of the buy-it-yourself market. Some homeowners have discovered that they can make important style and material cost decisions by purchasing the products themselves instead of hiring a contractor to both buy and install them. With the rise of discount home centers, the cost to the consumer has decreased, and might not be very different from the contractor price. Growing installed sales programs at home centers and retail lumberyards have also stimulated increases in B-I-Y activity. According to the US Department of Commerce, consumer purchases of home improvement products for professional installation increased from 3.4% of total market spending in 1985 to 4.5% in 1995.

6.0 Professional Remodelling Contractors

Professional contractors receive three quarters of all remodelling dollars. This industry is highly fragmented, largely due to ease of entry into the business, and the difficulties associated with managing extensive field labour forces. The JCHS estimates that by 1998 there were approximately 800,000 establishments and self-employed contractors working in the industry.

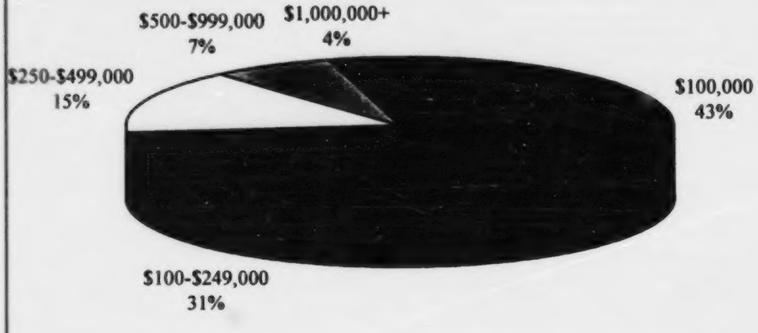
6.1 General and Specialty Trade Contractors

About 55% of 1992 construction companies that specialized in remodelling provided some form of special trade services. These contractors focus on single-trade jobs such as plumbing, painting, siding replacement, or electrical work. In contrast, general contractors perform jobs that require a combination of plumbing, electrical, carpentry, and other trades including room additions and kitchen or bath renovations. Most general contractors subcontract a significant share of their work to single-trade contractors. The reverse is uncommon, with single-trade contractors rarely subcontracting work to general contractors. The JCHS also found that remodelling general contractors are far more likely to specialize in additions and alterations, while single-trade contractors are most likely to specialize in maintenance and repairs.

6.2 Small Businesses Dominate the Industry

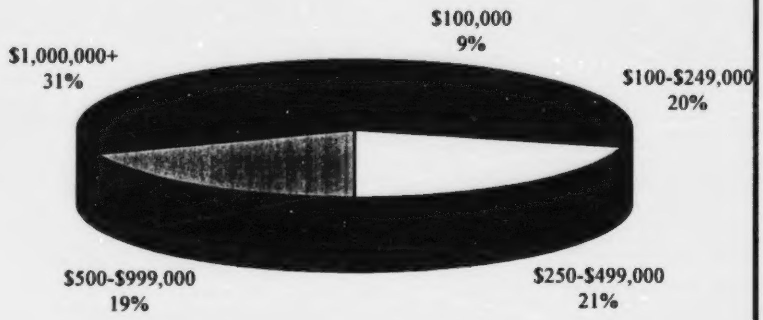
Small businesses dominate the industry with over 40% reporting revenues of less than $100,000 in 1992. The number climbs to 70% when including businesses with reported revenues of less than $250,000.

Figure 6.1 - Small Businesses Dominate The Share Of Remodeling Jobs Done (1992)



Although they make up almost three-quarters of the establishments, these firms accounted for only 29% of construction receipts. Most of the 500,000 self-employed individuals doing independent remodelling were also likely to have receipts of less than $100,000.

FIgure 6.2 - Larger Companies Dominate The Total Share Of Remodeling Receipts (1992)



Few giants have emerged in the remodelling industry. The professionals operating with a volume in excess of $500,000 number only 30-40,000. The top 100 remodelling companies nationally contributed just 6.5% of remodelling establishment receipts in 1992. One reason why there are so many small firms in the industry is that entering is relatively easy, requiring little capital and no formal training. As of 1996, 14 states had no licensing or registration requirements for remodelling contractors (excluding electricians and plumbers). Another 16 states did not require examinations for licenses. It is estimated that even in strictly enforced states, contractors that are unlicensed and self-employed most certainly contribute to the industry.

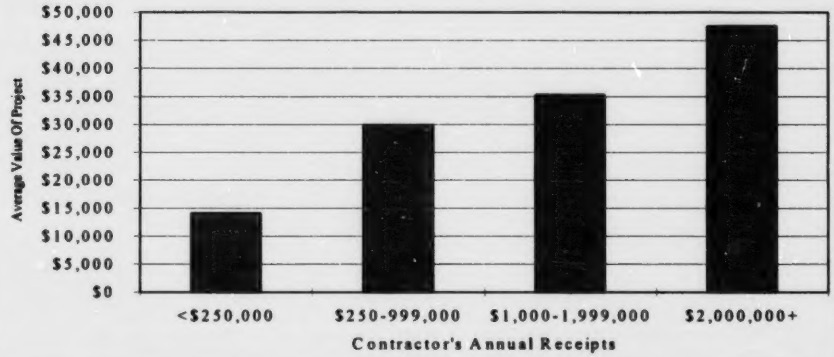
6.3 Formation and Failure Rates

As few barriers to entry exist, business formations in the industry are frequent. The JCHS estimates that in 1992, 30% of general contracting firms specializing in residential additions and alterations were less than two years old; 30% were between two and four years old, and only 20% were more than ten years old. Partially due to this ease of entry, the industry posts high failure rates. Of the 97,000 contractors that specialized in remodelling in 1987, more than half had failed by 1992. Walt Stoeppelwerth estimates that almost 90% of firms fail within their first five years. Failure rates for single-trade contractors are estimated to be slightly lower than those for general contractors. Despite this high incidence of failure, the number of firms in the industry has been constantly increasing (though the size distribution has shown little change.)

6.4 Customer Segmentation

The remodelling market can be divided into customers for whom price is the primary consideration and those for whom the contractor's reputation, service, and professionalism are at least as important. Larger companies generally target higher-end projects and customers with larger incomes to cover the costs of attracting and keeping skilled workers.

Figure 6.3 - Larger Firms Specialize In High-End Projects (1997)



When dealing with replacements, the JCHS reports that consumers tend to favour the most efficient providers. Most homeowners have traditionally relied on smaller companies or self-employed contractors to do small maintenance and repair projects. This is beginning to change as consumers have begun to demand increased warranties and service on their expenditures.

6.5 Business Operations and Practices

With the exception of expanded technology and increased specialization, business operations in the remodelling industry have not changed drastically over the past 20 years. Practices, however, tend to vary by size and type of contractor. For example, larger general contractors subcontract more work out than do smaller subcontractors. Materials purchased as a proportion of total receipts also vary by size and type of contractor. Smaller establishments specializing in additions and alterations spend nearly 40% of their revenues on materials, while larger establishments have been estimated to spend only 30%.

Contractors themselves vary greatly by age and education. A 1997 survey by Remodelling Magazine states that more than 70% of their respondents were between the age of 35 and 54, with about 80% having some college education, and 44% holding at least a college degree. Renovators at larger remodelling companies were also found to be more likely to use office technology than those at smaller companies. Most of the large companies used computers for word processing and accounting, 70% used computers for estimating, and 80% for job costing and payroll. In comparison, two-thirds of small establishments used computers for word processing, half used them for accounting, 40% for estimating, one-third for job costing, and one-fifth for payroll. This is a sharp increase considering computerization of any of these functions was rare 10 years ago.

Among businesses with annual receipts of less than $500,000, the owner usually handles all selling, production, and administrative management. This role is becoming increasingly specialized, and these players are increasingly using formal education to develop their management, efficiency, and computer skills.

An important survey conducted by the NAHP at the 1996 Remodelers Show reaffirmed that the majority of remodelling contractors depend largely on referrals and repeat customers for business. Nearly 90% of those surveyed reported customer referrals as an important source of leads, while two-thirds reported repeat customers an important source.

One major issue plaguing the industry is a lack of customer satisfaction with work done. According to Stoeppelwerth, there is a 40% re-work rate in the American service industries including remodelling. He also concludes that the present contractor only totally satisfies his customer less than 30% of the time. It is essential to the success of contractors, and the image of the industry as a whole, that this figure improve quickly.

7.0 Rental Unit Remodelling

According to the JCHS, rental, vacant, and seasonal units in 1997 accounted for about $33.3 billion, or 23% of remodelling expenditures. Although this is a lower percentage than homeowners spend, it must be taken into account that the value of owner-occupied units is about 70% greater than that of rental units. This lower spending can be directly attributed to smaller unit size and lower value.

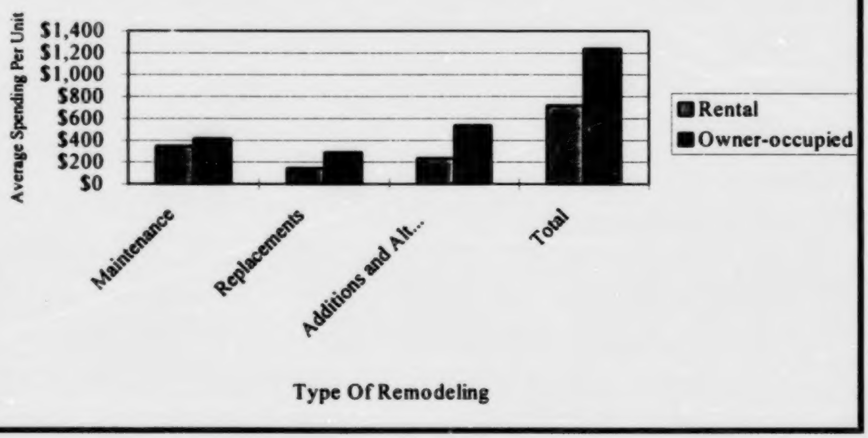
7.1 Motivations for Remodelling

Rental property owners often have different motives for remodelling than do homeowners. Homeowners both invest and live in their homes. They remodel to personally benefit from the changes and to protect and improve the value of their investment. Rental owners remodel primarily to maximize their economic return and protect their investment.

It can be generalized that rental owners are more profit-oriented than are homeowners. Rental owners usually refrain from making improvements that will not recoup their investments in the short term. They may also take longer to make repairs, trying to get as much as they can from their units without extra costs.

While homeowners often renovate instead of moving to a new home, renters usually move when they require an increased living space. While some rental owners may make improvements and alterations to meet changes in market demand, most rarely need to reconfigure their units to attract new renters. The following graph shows that this high turnover rate in renters fuels increases in maintenance and repair frequency, and explains a decrease in improvement spending. As a result, spending on improvements accounts for a smaller share of rental remodelling than homeowner remodelling.

Figure 7.1 - Rental Owners Spend Less On Remodeling Than Homeowners (1995)



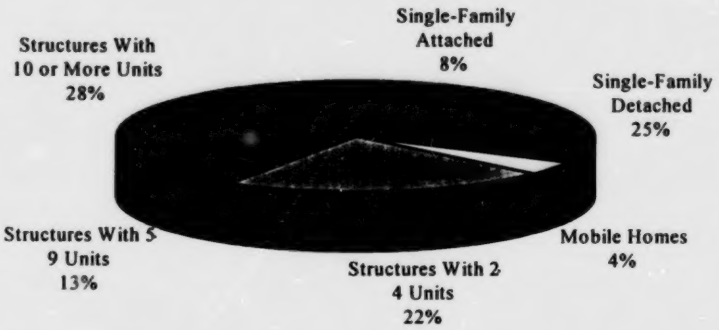
7.2 Differences in Rental Units

The characteristics of the units themselves also contribute to the differences in spending between homeowners and rental owners. Rental units are typically 30% smaller than the average owner-occupied home. In addition, rooms in rental units are less frequently remodelled. Less space and fewer bathrooms result in lower per unit remodelling requirements.

Rental units are also typically older than owner-occupied homes. The rental stock is also ageing more rapidly than the owner-occupied housing stock. Older rental units typically require more maintenance than newer units because old roofs, plumbing, electrical, and HVAC systems often need repairs or upgrading.

Another factor is the concentration of rental units in multi-unit structures. The JCHS found that 35% of rental units included 2 to 9 units, 20% are in properties with 10 to 49 units, and 10% are in properties with 50 or more units. These units are less likely to have structural alterations and improvements because of the difficulties in modifying existing space.

Figure 7.2 - Make Up Of The Rental Housing Stock (1995)



It is also interesting to note that about one third of rental units are made up of single-family detached, and mobile homes. While one may conclude that these detached units have similar characteristics to owner-occupied homes, these units continue to have fewer improvements and repairs done as landlords have little incentive to adapt to renter desires.

7.3 Owner Spending Patterns

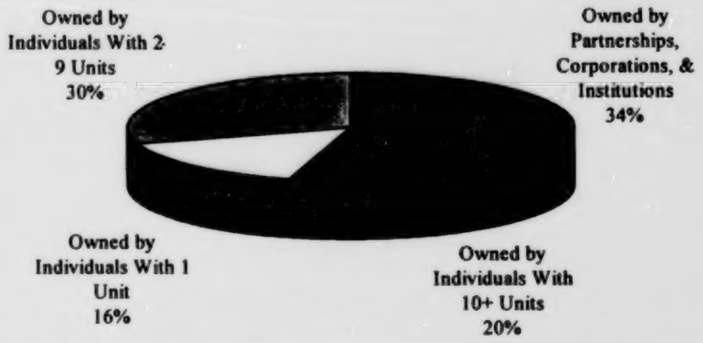
Due to differing motivations for remodelling, and because conditions in the rental and owner markets do not necessarily move together, owner spending patterns also differ. Rental remodelling expenditures relate less closely to the broader business cycle and are less stable than homeowner spending. The JCHS reflects that these reasons are poorly understood, primarily because of inadequate existing statistical compilations.

Broad swings represent the changes in the rental supply and demand over the past 15 years. Many factors affect these swings including rising rents, national recessions, and changing ownership's as defaults by owners result in properties being bought at steep discounts. A stagnating economy or recession has been proven to discourage both rental and homeowner remodelling activity.

7.4 Behaviour of Rental Owners

The 1995 Property Owners and Managers Survey found that 65% of owners were individuals or married couples, with the rest owned by partnerships, corporations, and other institutional investors. Fully a quarter of these units are held by an individual owning only one rental unit.

Figure 7.3 - Most Rental Owners Are Individuals (1995)



Many of these owners fail to fully maximize their investment return, as they rarely factor in the costs of their time or opportunity costs of their capital. According to the 1995 Property Owners and Managers Survey, Institutional owners, along with individuals owning ten or more units, devote a larger share of rental income to maintenance than do individuals owning only a few units. The JCHS speculates that this is because professional property managers more often view maintenance as a long-term investment strategy. Another explanation is that small property owners try to curtail expenses by doing needed maintenance themselves. The Institute of Real Estate Management, which surveys rental properties to estimate maintenance expenditures, reports that in 1995 spending averaged less than 9% of gross income.

7.5 Composition of Spending

Though lack of reliable data exists for the rental market, the JCHS does formulate some conclusions about the marketplace. They state that rental unit improvements are far more likely to involve replacement or installation of new systems than improvements made to owner housing. According to the 1995 Commerce Department survey, about 60% of rental improvement spending went to replacing systems such as plumbing, HVAC, electrical, roofing, siding, and doors and windows. This is in sharp contrast to the 36% figure of homeowners.

Trends due to age and size follow the homeowner example. Rental units older than 15 years are twice as likely to receive capital improvements. While per unit expenditures are lower for larger buildings with many units, total expenditures rise with total size of the building. The characteristics of the occupants play a much larger and important role in homeowner expenditures than they do in rental units.

Overall, the number of units owned and the form of ownership, as well as property characteristics and market conditions, appear to be the most important determinants of rental remodelling expenditures.

8.0 Top Type of Jobs Done in Owner-Occupied and Rental Units

The JCHS, using statistics from the U.S. Census Bureau, tabulates that the top three types of jobs done in owner-occupied homes are painting and papering ($8.6 billion), roofing ($6.4 billion), and room additions ($5.5 billion). The top three types of jobs done in rental units are again painting and papering ($4 billion), kitchens and bathrooms ($1.8 billion), and roofing ($1.7 billion).

9.0 Building Product Manufacturers and Distribution

The American housing product market is characterized by a few manufacturers dominating product lines. Some examples of these are:

- Appliances: General Electric, Whirlpool, Maytag, WCI
- Roofing / Drywall / Insulation: Owens Corning, US Gypsum, Georgia Pacific
- Forest Products: Georgia Pacific, Louisiana Pacific
- Paint / Flooring / Plumbing: Armstrong, Kohler, MASCO, Sherwin Williams

Other product lines are fragmented, but major manufacturers continue to obtain increasing market shares. Some examples of these are:

- Windows: Andersen, Pella, Marvin, Jeld Weld, and Owens Corning
- Kitchen Cabinets: Merillat, Kraftmaid, Aristokraft, American Woodmark

Traditional distribution continues strongly in many areas, but is being affected by the growth of the major home centre chains Home Depot and Lowes. With Home Depot expecting to have 1100 stores across the country by the year 2000, and Lowes expecting

800, it is estimated that they will dramatically affect independent lumberyards share of the DIY market. Marketing tactics of these home center giants have changed the building products business into a commodity-oriented, price-driven marketplace with decreasing profits. As a result, smaller competitors are likely to be driven from the marketplace. Manufacturers are also tending to bypass traditional two-step distributors and dealers as larger chains and buying groups develop increased purchasing power.

10.0 Regional Breakdown of Economic Outlook and Markets for Home Improvement Products

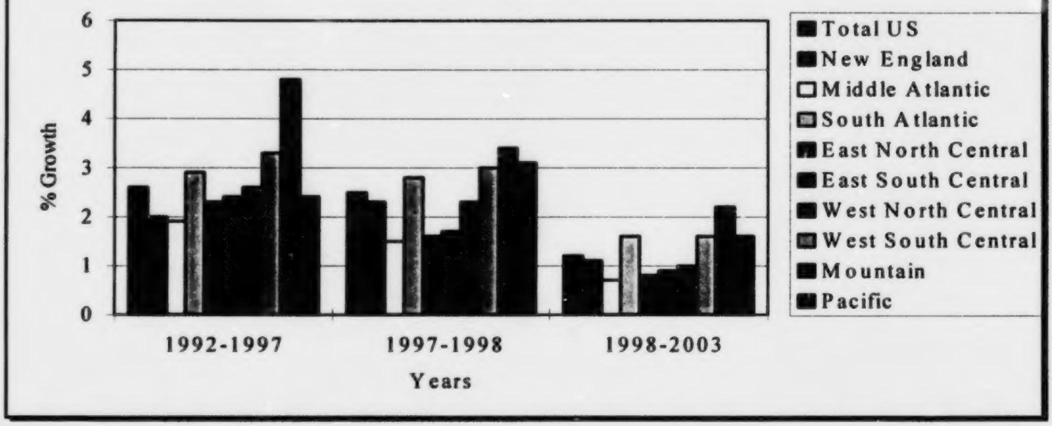
The HIRI's Home Improvement Products Market Forecast Update, published in 1998, is the most detailed breakdown of the economic activity of this industry in the country into small regional groupings. These groupings are defined as:

- New England (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut)
- Middle Atlantic (New York, New Jersey, Pennsylvania)
- South Atlantic (Delaware, Maryland, D.C., Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida)
- East North Central (Ohio, Indiana, Illinois, Michigan, Wisconsin)
- East South Central (Kentucky, Tennessee, Alabama, Mississippi)
- West North Central (Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas)
- West South Central (Arkansas, Louisiana, Oklahoma, Texas)
- Mountain (Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada)
- Pacific (Washington, Oregon, California, Alaska, Hawaii)

10.1 Regional Economic Overview

Few doubt that the forecasted US economic slowdown has already arrived. One indicator of this is that employment growth has slowed considerably from surges in early 1998. The HIRI considers employment growth as their primary indicator of economic prosperity. As the graph below shows, seven of the nine regions experienced their weakest job growth in the last six years.

Figure 10.1 - Percentage Employment Growth By Region



The Pacific Southwest, Mountain, and West South Central regions had the highest percentage growth rates, though both the Mountain and West South Central regions grew at a lower rate than in the five previous years.

The nation's GDP growth has continued to weaken, largely due to a continuing decline in exports. The HIRI believes that this growth should continue to decline in response to the weakened Asian and Latin export markets, a strong dollar, and inventory imbalances. This growth is expected to weaken until at least 2000, when lower interest rates and an eventual recovery in emerging markets will begin to happen. It is believed this national pattern will be typical of regional development, since regional business cycles are more closely related than at any time since the 1970's.

All regions have particular weaknesses due to their dependence on exports. All are threatened by the spreading turmoil in world financial markets. States in the West are most vulnerable to the Asian economic crisis. States in the South are especially vulnerable to a downturn in Latin American Economies. The Midwestern States face weakening global demand for their agricultural products, and the Northeast has the most to lose from falling stock prices.

There is, however, considerable reason for optimism. HIRI economists believe that the West will recover the most quickly, buoyed by the benefits of population in-migration and a thriving high technology market. This high-tech industry growth is viewed as the cornerstone for the country's economic recovery.

10.2 Housing Starts

National housing markets have remained strong as interest rates have continued to fall. While all regions have grown, the South has posted the largest numbers of new housing starts over the last 4 years. As the young adult population (ages 25-34) is predicted to decline through 2005, the number of new households being formed will be limited. As a result, new starts are expected to level out at about 1.5 million units a year. Only the Pacific, New England, Middle Atlantic, and the West South Central regions are expected to gain considerable new starts.

10.3 Regional Overview of the Home Improvement Products Market

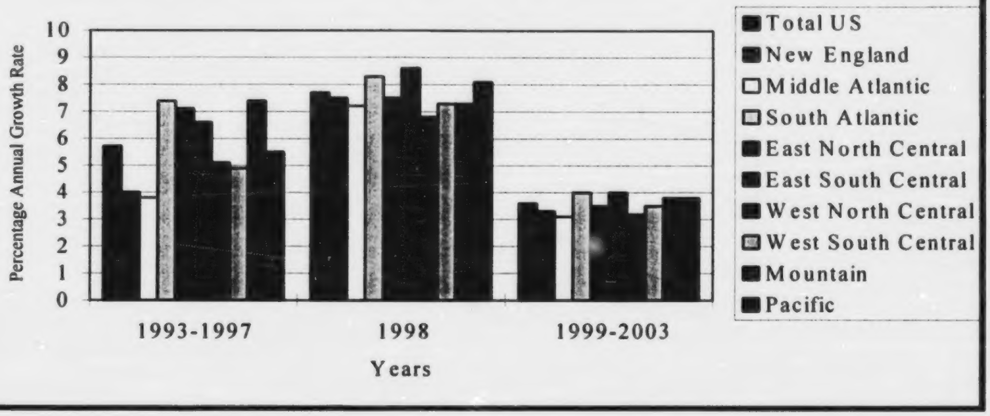
The HIRI divides home improvement products into 8 categories:

- Hardware
- Tools
- Plumbing Supplies
- Electrical Supplies
- Lawn and Garden Equipment and Supplies
- Lumber and Building Materials
- Paint, Preservatives, and Supplies
- Hard-Surface Floor Coverings

The categories predicted to make the largest gains nationally will be the lumber and building materials, the lawn and garden equipment and supplies, the paint / preservatives and supplies, the electrical supplies, and the plumbing groupings. The lumber and building materials and lawn, garden equipment and supplies are consistently the top two markets in every region except New England. The predicted growth of the lumber and building products market far overshadows any other products. The lawn and garden equipment and supplies market is also predicted to significantly outpace its closest competitors, paint / preservatives and supplies, electrical supplies, and plumbing supplies.

Four of the five fastest growing states in the country (Nevada, Arizona, Utah, and Colorado) have fuelled the Mountain region as the leader in the home improvement products market over the last five years. The South Atlantic region is a close second with strong building activity in Florida, Georgia, and North Carolina. These are followed by the East South Central and West South Central.

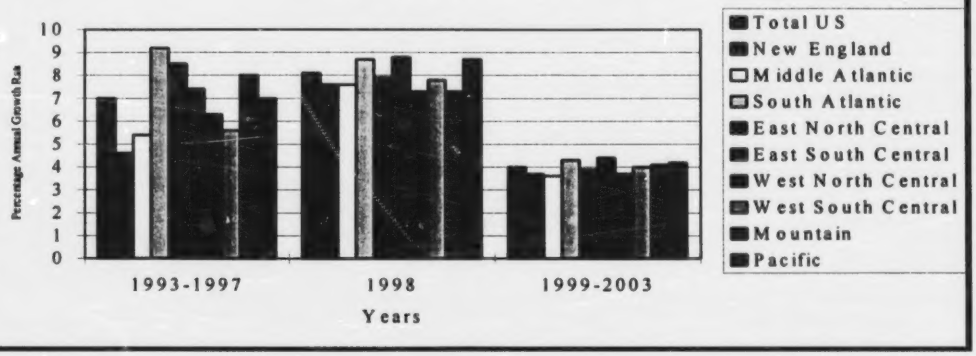
Figure 10.2 - Home Improvement Products Market Average Annual Growth Rates By Region - Total Market



All regions grew considerably in 1998. The West South Central was booming, buoyed largely by considerable growth in Texas. Stronger growth on the coasts has pushed up the growth rates for the Pacific and New England regions. All are expected to slow down considerably over the next four years, though still post growth rates of over 3% per year. The South Atlantic and West South Central regions are expected to continue to have the highest rates of growth, followed by the Mountain and Pacific regions. In contrast, the Middle Atlantic and East North Central are expected to post the slowest growth rates of all regions in the near future.

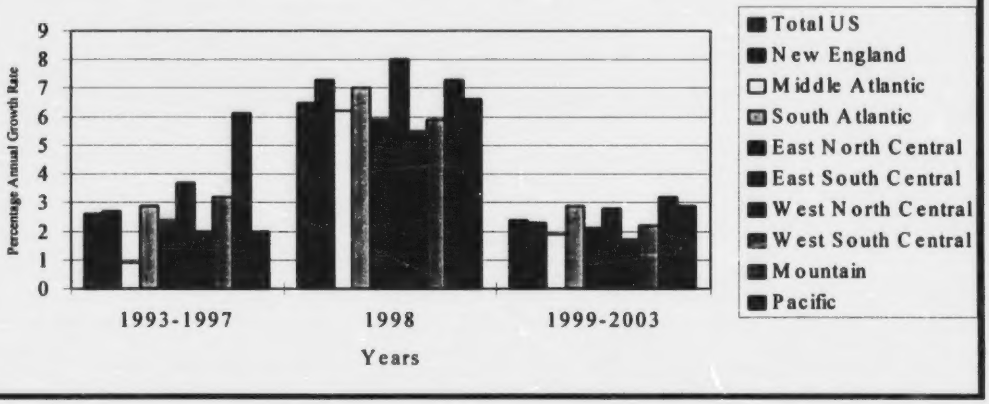
The consumer and professional remodeler markets for home improvement products closely mirror the overall trends as noted above. Most, especially the professional remodeler market, posted strong growth rates in 1998. All are expected to decline somewhat in the next five years, though all will continue to show positive growth rates. The national consumer market will average about 4%, with the highest growth in the West South Central, South Atlantic, and Pacific regions.

Figure 10.3 - Home Improvement Products Market Average Annual Growth Rates By Region - Consumer Market



The national professional remodeler market will average a smaller 2.4%, with the highest growth again in the South Atlantic, West South Central, and Mountain regions.

Figure 10.4 - Home Improvement Products Market Average Annual Growth Rates By Region - Professional Remodelers

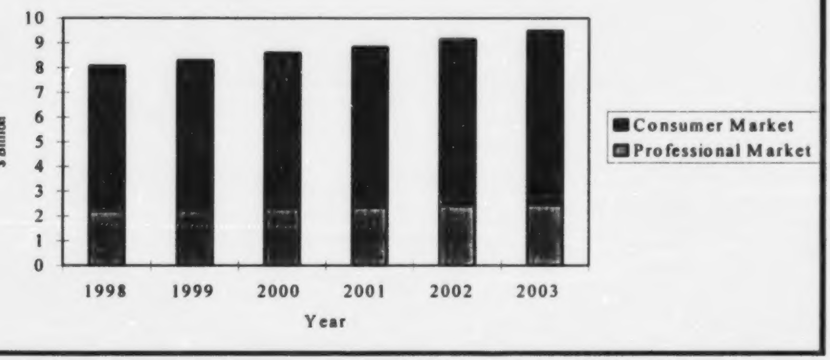


10.3.1 The Northeast Region (New England and Middle Atlantic)

New England Region - Home Improvement Products Market

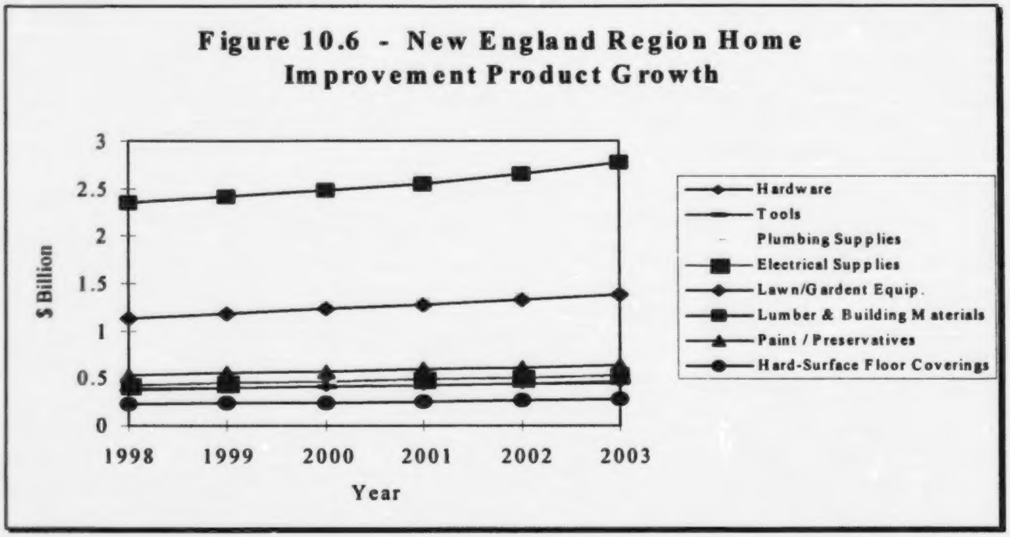
This region includes Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut. The total market for home improvement products in this region is expected to increase steadily from just over $8 billion in 1998 to close to $9.5 billion by the year 2003. While the professional market will increase very slightly, the total consumer market is predicted to rise by almost $ 1.2 billion.

Figure 10.5 - New England Region Home Improvement Product Market



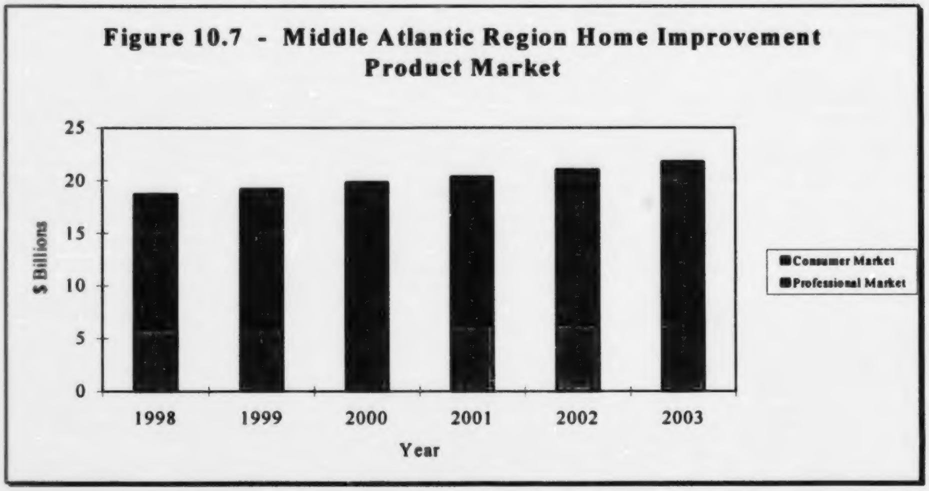
The top three home improvement product markets for the New England region are predicted to be:

- paint, preservatives, and supplies with an increase of $88 million by 2003
- electrical supplies with an increase of $84 million by 2003
- plumbing supplies with an increase of $82 million by 2003



Middle Atlantic Region - Home Improvement Products Market

This region includes New York, New Jersey, and Pennsylvania. The total market for home improvement products in this region is again expected to increase slowly to about $21.8 billion in 2003 from $18.7 billion in 1998. After a sharp decline in percentage change from 1998 to 1999, the market will grow about 3-3.5% per year over the next four years. The Consumer market is expected to far outpace the professional market, growing by over $3 billion in the next four years.



The top three home improvement products markets for the Middle Atlantic region are predicted to be:

- lumber and building materials with an increase of $750 million by 2003
- lawn and garden equipment and supplies with an increase of $400 million by 2003
- electrical supplies with an increase of $200 million by 2003

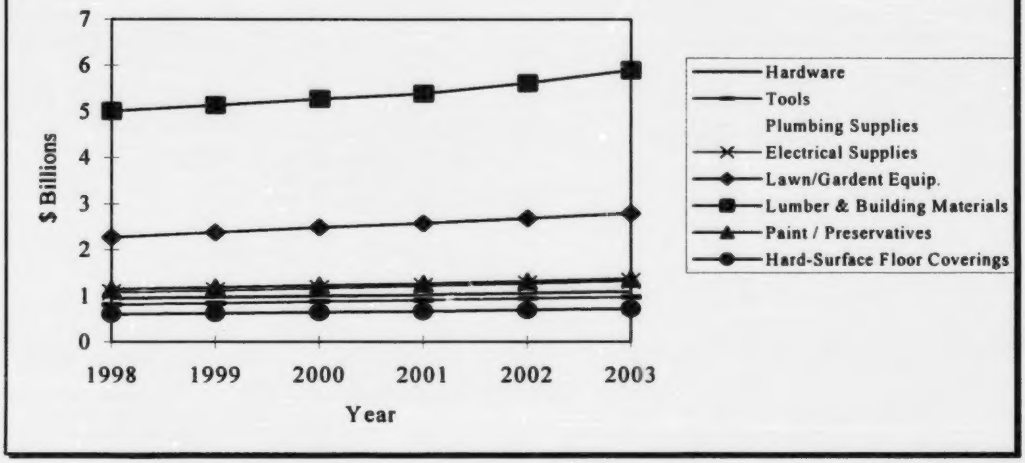


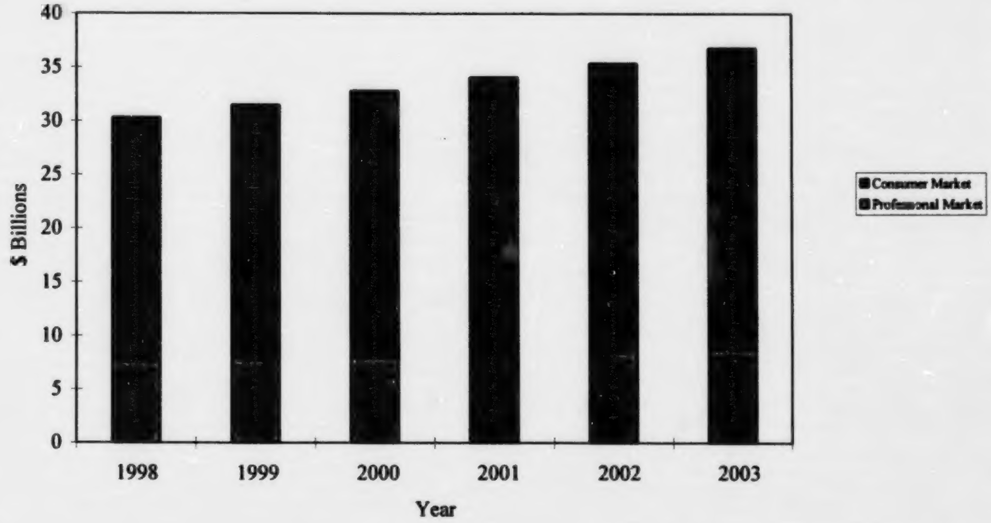
Figure 10.8 - Middle Atlantic Region Home Improvement Product Growth

10.3.2 The South Region (South Atlantic, East South Central, West South Central)

South Atlantic Region - Home Improvement Products Market

This region includes Delaware, Maryland, D.C., Virginia, West Virginia, North Carolina, South Carolina, Georgia, and Florida. The total market for the South Atlantic region is expected to grow by about $5.2 billion in the next four years. After losing half of its percentage growth rate in 1999, the region is predicted to increase by about 4% per year until 2003. The consumer market is three times that of the professional market, and is expected to grow by about $5 billion in the next four years. The professional market, with an average percentage growth rate of about 3%, will grow by $1 billion in the same time period.

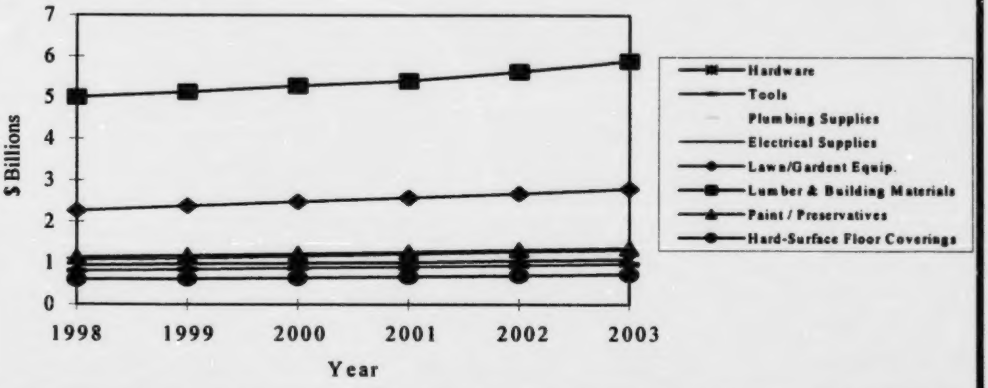
Figure 10.9 - South Atlantic Region Home Improvement Product Market



The top three markets for home improvement products in the South Atlantic region are predicted to be:

- lumber and building materials with an increase of $1.5 billion by 2003
- lawn and garden equipment and supplies with an increase of $900 million by 2003
- plumbing supplies with an increase of $406 million by 2003

Figure 10.10 - South Atlantic Region Home Improvement Product Market Growth



East South Central Region - Home Improvement Products Market

This region includes Kentucky, Tennessee, Alabama, and Mississippi. The total market for home improvements products in this region is expected to grow by $1.5 billion over the next four years. The consumer market again makes up most of this amount, with the market growing by $1.3 billion in that time period. The professional market's annual percentage change is predicted to decrease slowly from 2000.

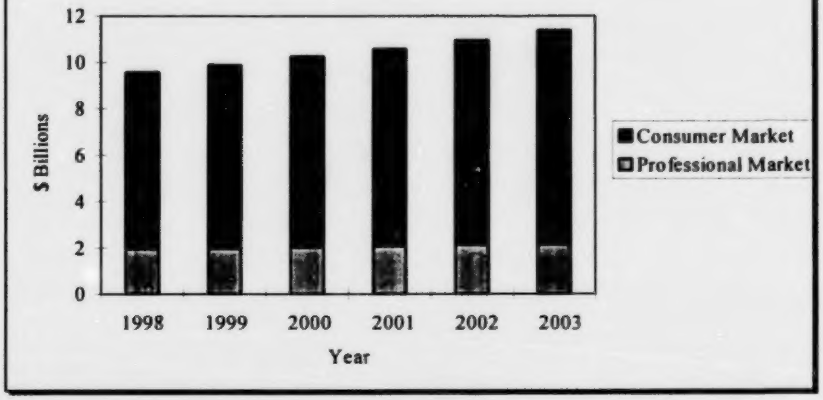
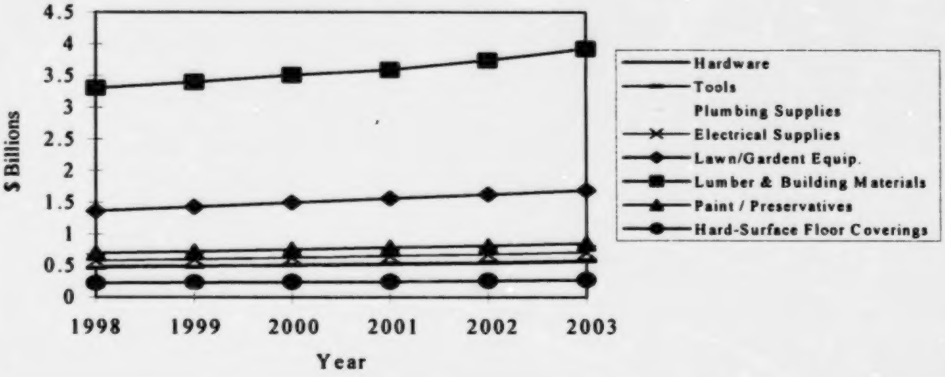


Figure10.11 - East South Central Region Home Improvement Product Market

The top three markets for home improvement products in the East South Central region are predicted to be:

- lumber and building materials with an increase of $500 million by 2003
- lawn and garden equipment and supplies with an increase of $260 million by 2003
- electrical supplies with an increase of $110 by 2003

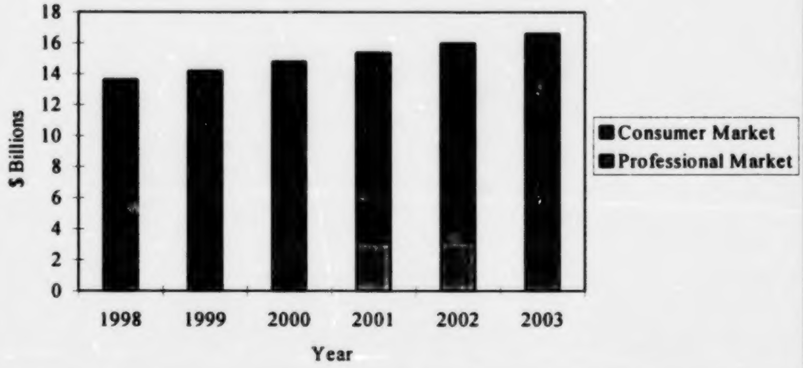
Figure 10.12 - East South Central Region Home Improvement Product Growth



West South Central - Home Improvements Market

This region includes Arkansas, Louisiana, Oklahoma, and Texas. The total market for home improvement products is expected to grow by $2.5 billion over the next four years. The consumer market again makes up the majority of this growth, increasing just over $2 billion to $13.4 billion by 2003. Percentage change in both the professional and consumer markets is expected to decline steadily, though the consumer market is expected to increase positively in 2003.

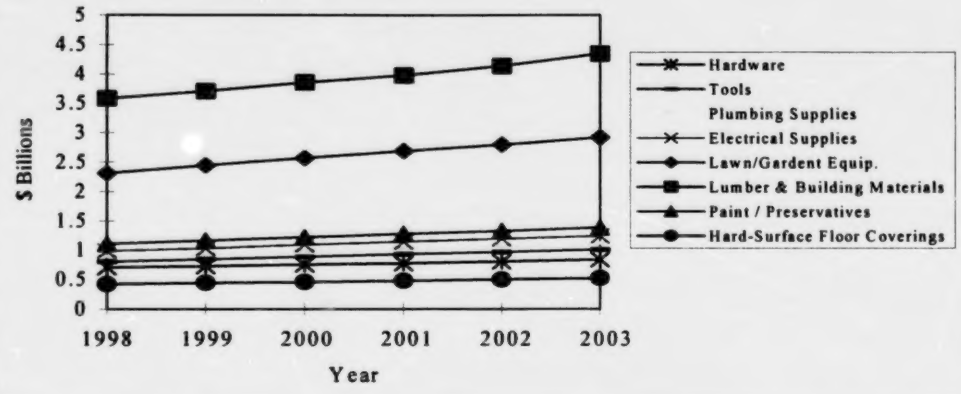
Figure 10.13 - West South Central Region Home Improvement Product Market



The top three markets for home improvements in the West South Central region are predicted to be:

- lumber and building materials with an increase of $630 million by 2003
- lawn and garden equipment and supplies with an increase of $460 million by 2003
- paint, preservatives, and supplies with an increase of $220 million by 2003

Figure 10.14 - West South Central Region Home Improvement Product Growth



10.3.3 The Midwest Region (East North Central, West North Central)

The East North Central Region - Home Improvement Products Market

This region includes Ohio, Indiana, Illinois, Michigan, and Wisconsin. The total market for home improvement products is expected to grow by about $3.6 billion over the next four years. The consumer market will see growth totals of $3.1 billion, while the professional market will be about $500 million. The professional market's percentage annual change will decrease slowly until 2003, reaching 1.6% in that year. The consumer market is expected to post an average growth rate of about 4% over this time period.

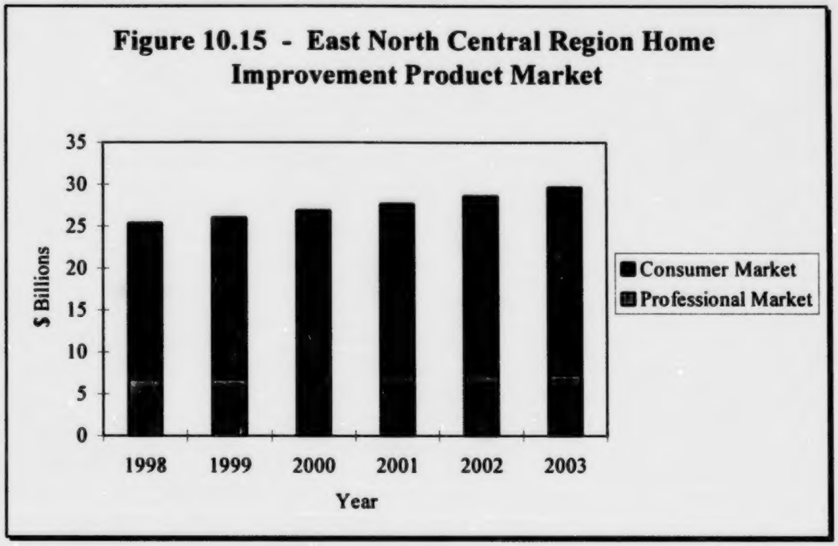


Figure 10.15 - East North Central Region Home Improvement Product Market

The top three markets for home improvement products in the East North Central region are predicted to be:

- lumber and building materials with an increase of $1.1 billion in 2003
- lawn and garden equipment and supplies with an increase of $684 million in 2003
- electrical supplies with an increase of $290 million in 2003.

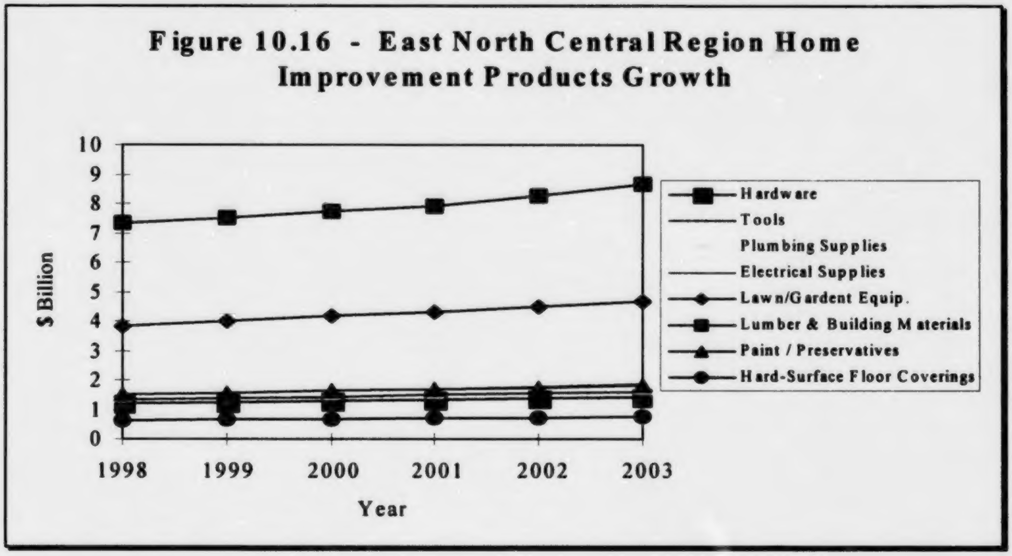
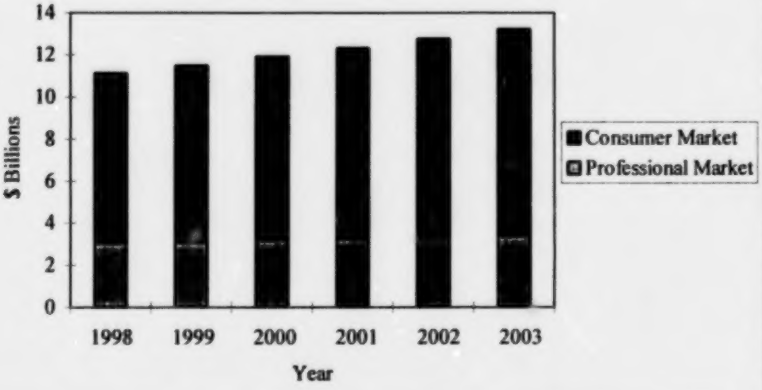


Figure 10.16 - East North Central Region Home Improvement Products Growth

West North Central Region - Home Improvement Products Market

This region includes Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, and Kansas. The total market for home improvement products is expected to grow by $1.8 billion over the next four years. The consumer market will see growth totals of $1.35 billion, while the professional market will be about $300 million. Once again, the professional market will post decreasing annual percentage change rates resulting in a change of 1.9% in 2003. The consumer market change percentage will fluctuate around 4%.

Figure 10.17 - West North Central Region Home Improvement Products Market



The top three markets for home improvement products in the West North Central region are predicted to be:

- lumber and building materials with an increase of $500 million by 2003
- lawn and garden equipment and supplies with an increase of $300 million by 2003
- paint, preservatives, and supplies with an increase of $124 million by 2003

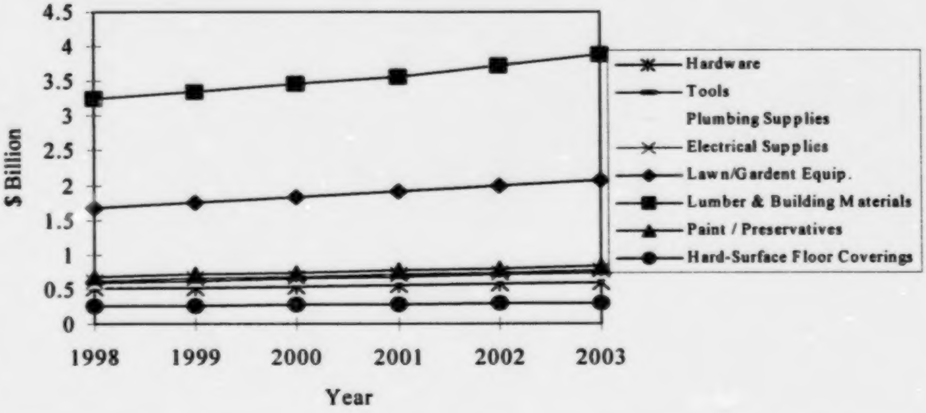


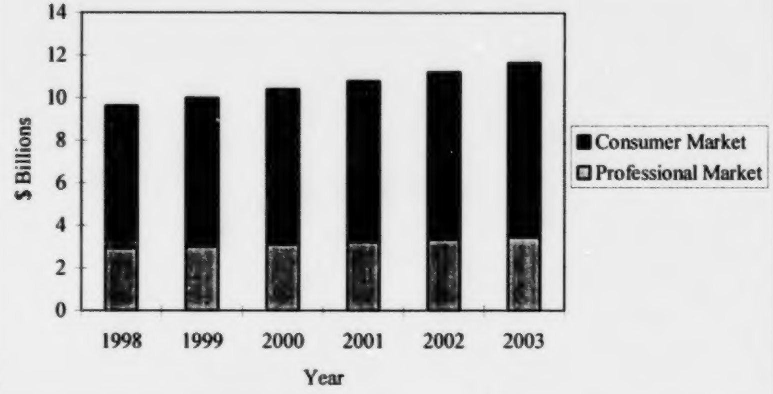
Figure 10.18 - West North Central Region Home Improvement Product Growth

10.3.4 The West Region (Mountain, Pacific)

Mountain Region - Home Improvement Products Market

This region includes Montana, Idaho, Wyoming, Colorado, New Mexico, Arizona, Utah, and Nevada. The total market in the Mountain region is predicted to grow by over $1.7 billion in the next four years. The consumer market will outpace the professional market with growth of about $1.2 billion compared to $430 million during this time period. Both region's annual percentage change rate will fluctuate, with the professional market dropping to 2.9% in 2003 and the consumer market increasing to 4.3% the same year.

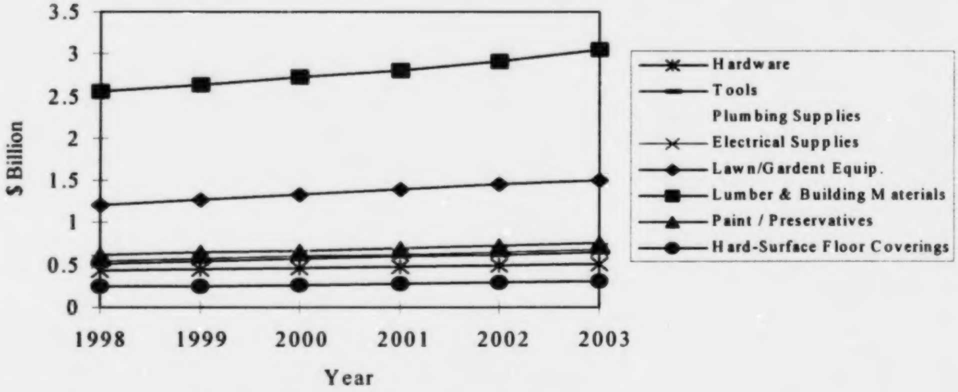
Figure 10.19 - Mountain Region Home Improvement Products Market



The top three markets for home improvement products in the Mountain region are predicted to be:

- lumber and building materials with an increase of $380 million by 2003
- lawn and garden equipment and supplies with an increase of $230 million by 2003
- paint, preservatives, and supplies with an increase of $150 million by 2003

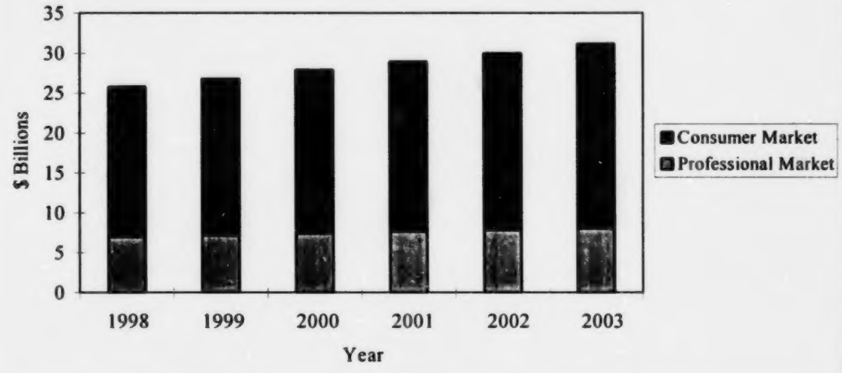
Figure 10.20 - Mountain Region Home Improvement Product Growth



Pacific Region - Home Improvement Products Market

This region includes Washington, Oregon, California, Alaska, and Hawaii. The total market in the Pacific region is predicted to grow by $4.5 billion over the next four years. The consumer market is expected to grow by $3.6 billion, and the professional market by $900 million over the next four years. The professional market's annual percentage change will slowly decrease to 2.6% in 2003, while the consumer market will fluctuate between 3.9 - 4.5% over the next four years.

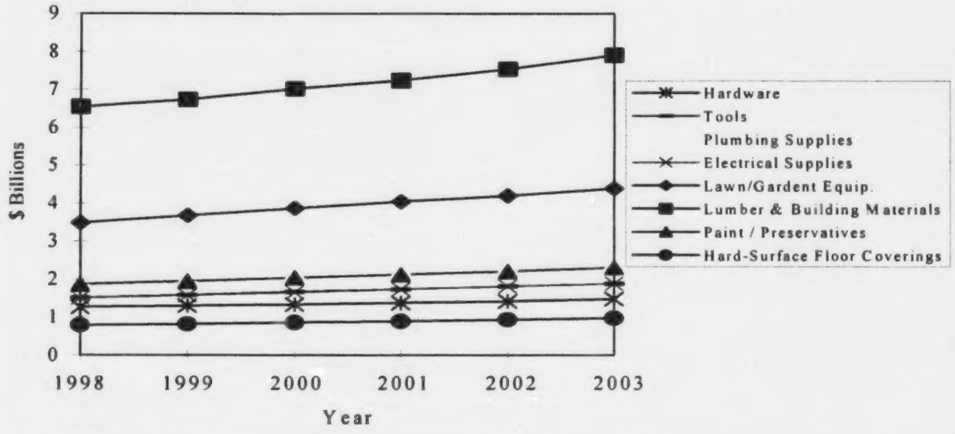
Figure 10.21 - Pacific Region Home Improvement Product Market



The top three markets for home improvement products in the Pacific region are predicted to be:

- lumber and building materials with an increase of $1.1 billion by 2003
- lawn and garden equipment and supplies with an increase of $700 million by 2003
- paint, preservatives, and supplies with an increase of $320 million by 2003

Figure 10.22 - Pacific Region Home Improvement Product Growth



11.0 Trends and Future Leanings

11.1 The House of the New Millennium

A study conducted by the Professional Builder / Greater Chicagoland Housing Foundation asked 450 home builders in the greater Chicago area to indicate features, materials, and design concepts they believe will be popular in the next millennium.

Results strongly showed that there will be a shift in the use of interior space within the home. Although average home size is expected to remain the same or increase slightly, space allocation within the home will continue to shift. For example, respondents expected the formal living room to virtually disappear and be replaced by great rooms including larger kitchen areas.

Other changes predicted include the growth of "multi-functional" kitchens, smaller formal dining rooms, larger master bedrooms, and the traditional den morphing into a full-grown home office. The underlying theme beneath all these changes is the creation of flexible space. While this study concentrated on homebuilders, it is easy to see how remodelers can use these trends to their advantage.

11.2 Universal Design

The NARI is pushing for more implementation of universal design products and architecture, thereby making homes more friendly for people with mobility considerations. The passage of the Americans with Disabilities Act (ADA) in 1990 has made it law that all public areas be made accessible. While not law, this trend is becoming more prevalent in housing as well. There are currently over 49 million Americans who are disabled. In addition, the number of elderly people has been growing by 14% since 1995, and is expected to reach an all-time high by the year 2000. The NARI states that by this time, fully one-third of the nation's population will be either disabled, chronically ill, or over 65 years of age. Many of these people would benefit by simple changes made in their homes. As more families begin to take care of their elderly parents, this potential market opportunity will grow even larger.

Unfortunately, the number of newly constructed universally designed units produced each year is not keeping pace with the increasing demand. This gap will continue to grow if current housing and demographic trends continue. This situation need not happen as universal design features can be integrated into most existing homes through remodelling at little cost.

The key to making this design concept successful is to incorporate products and structural elements seamlessly into existing homes. Important aspects such as use of open spaces, clean lines, and simple elements are currently hot trends in the remodelling industry. It is simple to meet the needs of everyone with popular trends and products that are easy for everyone to use.

Some of these universal design products and ideas include barrier-free floor plans, bermed entrances, multiple heights for kitchen countertops, wider doorways, curbless showers, lever door handles, and non-skid floors. The NARI believes that these features not only increase the safety and use, but the value of the home as well. Canadian manufacturers making these products should look to capitalize on this growing market segment.

11.3 Predesigned Remodelling Packages

Stoeppelwerth states that the single most important innovation in remodelling during the 1990's was predesigned packages. He believes that the remodelling industry has not noticed how the search for lower priced products with better value has taken over almost every other industry in the nation. As only the rich can afford to design every project from scratch, standardization of predesigned kitchen, bath, deck, porch, addition, and dormer plans should be a must for remodelers looking to keep their costs down.

The two major reasons why few have tried to implement this system are: remodelers pride in designing and creating unique answers to clients needs, and the belief that selling commercialized, pre-packaged solutions "off the shelf" are demeaning. While understandable, Stoeppelwerth does not believe that they are very logical in today's competitive market. The failure to recognize the similarities in the 30 to 40 million tract and semi-custom homes built since 1945 has been a tremendous opportunity lost.

There have been only about 4 or 5 variations of house types built during this period: the 2-story colonial, the split-level, the ranch, the split foyer, and the Cape Cod. Every bathroom built before 1970 was 5x7 or 5x8, and every kitchen was 10x10, 10x12, or 10x14. It would seem common sense to build kitchen and bath remodelling packages to meet these specifications with low, medium, and high price ensembles. This isn't to say that total standardization is the key. Today's customers do want choice and a variety of selections. With today's computerized design capability, it should be easy to offer base packages with almost unlimited options (though predetermined and predesigned).

One of the major benefits of predesigned packages is that they reduce the amount of construction knowledge needed to estimate and sell the project. Few remodelling companies recognize that the best salesperson is not always someone who has grown up a as a tradesman and taught to sell. Another benefit of packaged projects is that they quickly establish a base price from which customers can get a good idea of how much alterations will affect the total price. It effectively eliminates a great deal of "sticker shock".

Stoeppelwerth offers good guidelines and advice for those interested in starting up packaged projects.

Preparation and Planning

- review your sales and projects over the last five years, looking for similarities that could lead to packages
- look at new homes in the area, noting design ideas and standard options
- look at hoses built between 1955 and 1975 for the most common floor plans for kitchens and baths, and the most common add-ons in decks, porches, additions, and dormers
- get opinions from production managers and lead carpenters
- get assistance from manufacturers and retail suppliers to develop brand specific specifications , sales brochures, and sales and installation training
- talk to subcontractors about developing standardized procedures
- come up with some basic designs in your strong areas: If your strong point is kitchens, you are best to start off there
- remember the most likely targets are kitchens, baths, sunrooms, porches, decks, roofing, siding, windows, and doors
- price out a project with lower and higher end price. Include options such as a bumpout, skylight, bow, a bay, sliding patio door, etc. Remember to give customer ensemble choices by including options such as cabinet style and total colour co-ordination

- Include predesigned projects in your company presentation book. This would include elevations, floor plans, specifications, as well as price and financing cost. Also show customizing options including style and colour co-ordination. Involve company salespeople here, getting their opinions on which products are currently, and most likely, to sell
- be prepared to offer financing. Work out arrangements with a financing company, know what the options are and what the price of different projects will work out to on a monthly payment basis

Introduction of your product

- choose a subdivision with over 100 houses built between 1955 and 1975. Develop packages for this area and use a direct mail program showing projects suited for these houses. Include all specifications, price, and end with a note asking them to call you to discuss matters further.
- another option is to employ one salesperson as the packaging expert, supplementing the direct mailing promotions with door-to-door canvassing , telemarketing, and representation at home shows.

Stoeppelwerth believes that the package market is a giant just waiting for contractors to tap. There are between 30 to 40 million single-family homes built between 1945 to 1975, many of which are owned by the prime income-earning baby-boomers. Due to age, most of these structures need additions, dormers, finished basements, decks, kitchens, baths, upgraded windows and more.

He also dispels popular myths about project packaging:

Myth 1: Only the middle class market will buy packaged remodelling, the higher income market wants only custom, one-of-a-kind work

Reality: Everyone but the rich is looking for value, and packages offer this by cutting costs

Myth 2: Packages offer only a basic project, which will not sell in today's market

Reality: Pre-designed projects include a number of pre-designed options that satisfy the customers desire for choice

Myth 3: Today's customers want top quality custom work and will not settle for less

Reality: Pre-design is not less. Designs can be done by the best in the field based on research about customer / market desires. The design cost is simply spread over many customers and projects.

Myth 4: The market for packaging is too small for the time and effort it takes to develop packages

Reality: The post-World War II tract houses (30+ million) and the baby boomers (50+ million) make up the largest market niche in the history of remodelling

Myth 5: Financing is not important to my customers. They just get a home equity loan from a bank and I get progress payments

Reality: Real estate values have flattened out, and baby boomers don't save, so financing is the only practical way for many people to do home improvement.

Myth 6: Jackleg contractors are selling to this market with a low mark-up, so legitimate contractors can not compete

Reality: The middle class baby boomers understand and expect quality design and construction. They are also willing to pay for it.

Myth 7: Top salespeople will choose to sell high-end projects and will ignore pre-designed packaging

Reality: Pre-designing streamlines the sales process and can dramatically increase closing ratios, as well as fee up time for selling instead of estimating and designing

11.4 Credit and Financing for Customers

An emerging trend in the operations of contractors is the provision of credit to customers. According to the JCHS, only about 30% of larger companies and 10% of smaller firms help their customers obtain credit for home improvement projects. Remodelling contractors as a whole have not traditionally used financing as a sales tool, except for the more sales-oriented specialty companies (roofing, siding, replacement windows). This has begun to include smaller projects, as well as traditionally financed larger ones. They note that this could change quickly as the financial services industry has begun promoting home improvement loans at rates that are difficult for smaller companies to match.

Financing provides multiple benefits for customers. It enables them to improve their home even if they don't have the immediate cash and can not qualify for a home equity loan. It increases the size and scope of projects, and enables the work to be done all at the same time. It also is useful when a customer does not want to dip into his savings. By financing a project a customer can improve the value of his house and leave his savings to be invested elsewhere.

Financing also provides benefits for contractors. It improves their image as full service companies, which should expand their customer base. Advertising that offers financing is more likely to bring in new leads. It makes it easier for customers to talk about making monthly payments than about how much money they have in the bank. Stoeppelwerth believes that customers are less likely to haggle on price when financing is involved. Customers who will argue about $2000 on a contract may not argue about $5 or $10 on a monthly bill. The most important benefit of contractor offered financing is that the contractor keeps control of the sale. No more submitting a proposal where the customer goes to the bank, which wants them to get three bids, and may even recommend another contractor.

11.5 Installed Sales

It is increasingly frustrating for customers to find reliable information on how to identify and hire quality contractors, especially for small projects. Lumber yards and home centers have recognized this problem and have begun providing and guaranteeing the installation of home products. These programs initially involved single-trade jobs such as replacing siding, roofing, and windows, but have more recently been stepped up to include whole kitchen and bath remodelling packages.

While single-trade contractors have had a long history of signing up with retailers to provide service, it is only recently that general contractors have begun to be used. Though not yet affected, high-end general contractors and contractors serving the middle market may soon feel pressured to retain their market share by working through retailer's installed sales programs.

Manufacturers are also increasingly getting involved in these installed sales programs. They often provide training and certification to contractors for the use of their products. They in turn use these contractors for their installed sales programs. These certification programs are expected to grow as distributors pressure their suppliers to ensure that installation is done by qualified contractors.

Many manufacturers are hesitant to enter this sector because of the lack of success in the past. Stoeppelwerth gives many reasons why a large number of installed sales and preferred contractor programs have in the past, and continue to fail. He states that:

- most building material retailers have not recognized that setting up an installed Sales department is like starting a new business and not just adding a new product line. It requires a financial commitment in developing a showroom, as well as hiring and training new personnel.
- it requires a space commitment for an increased showroom selection are, especially if kitchens and bathrooms are being pushed
- it requires a personnel commitment. A full time manger for installed sales, who can be expected to run no more than 2 or 3 locations should be employed.

- lumberyards and home centers have not yet recognized how important it is to actively involve their contractor customers. Installed sales should not be a competition, but a partnership. Smaller contractors can make money as contract lead installers. Larger contractors can benefit form a good preferred contractor program.
- both retailers and contractors must differentiate between the simple projects that make up installed sales programs and the more complicated projects that are not appropriate for a retailer to do.
- retailer must be prepared to train installers to product quality work and satisfied customers. A successful installed sales or preferred contractor program must be better than typical remodeler in order to survive. It must be clear to customers that this program is completely different than the competition

The JCHS predicts that these installed sales programs are likely to make special inroads among the top 10% of home improvement spenders, who account for more than half of all homeowner remodelling expenditures. These sales are also expected to make even bigger inroads into the huge middle market for smaller, less complicated projects.

The impact of these programs on the industry is still unclear. Some positively believe that more small establishments and self-employed contractors could flourish due to added business by distributors. Others fear that the lower cost of partnering with a few large firms may lead the major home improvement centres to funnel their installation business to just a few contractors, or even set up their own contracting business.

11.6 Manufacturer and Contractor Relationships

Stoeppelwerth believes that with a few exceptions, the present trust level between manufacturers, retailers, and contractors is low, and is only slowly starting to improve. Improved relationships between these players is essential for all to profit. Most manufacturers continue to rely on national advertising as their primary sales tool, even though 80-90% of the time the contractors select the products they use. As shown in beginning installed sales programs, it seems logical for manufacturers to better target their primary consumers by developing contractor seminars and preferred contractor programs.

11.7 Building Material Distribution

As mentioned earlier, many independent lumberyards are being forced out of the DIY market by home center giants. Most also face increasing competition for new home construction business, and many builders are requiring installation on some products. Many lumberyards and distributors continue to ignore remodelling contractors, instead concentrating on the shrinking DIY and competitive new home market. Much like manufacturers, independent lumberyards must look towards developing increased programs, such as preferred contractor and installed sales, in order to survive. Those that do nurture relationships with contractors must change their attitudes, as the majority of these distributors have not succeeded in the remodelling contracting business. This has been largely due to contractors not being allowed to make enough money, or not being professional in their work.

11.8 Technology

As is typical with an industry dominated by small business, residential remodelling has been slow to adopt technological innovation. Though changing, most contractors only use computers for word processing and accounting functions. It is essential that successful contractors computerize their proposal, design, and estimating procedures.

Contractors are also beginning to use computers for more marketing functions. As computer aided design (CAD) software becomes increasingly more affordable, contractors are able to use them to help customers envision their final remodelling result. "Virtual reality tours" of new homes are already a popular method of marketing. This technique has not been fully exploited yet, and could be effectively used by remodelling professionals as well.

Manufacturers and distributors have also only begun to make use of computer technology. They have only recently begun to establish websites to promote their brand name, products, and services. In addition to product information, these web-sites are increasingly being used as sales channels. Consumers can now shop around for prices without leaving their homes, and this is expected to cross over into the remodelling market as well.

11.9 Customer Thinking

As the average remodelling customer has changed from blue to white collar workers, so too have the average customer's views on remodelling expenditures. Today's customers are more sophisticated, more demanding, but less knowledgeable about homes and projects. Walt Stoeppelwerth believes that they are much more difficult to sell to and satisfy. He also believes as more consumers view their homes as part of their financial future, they are more concerned with protecting their investments by hiring quality contractors rather than simply getting the cheapest price. As with all products, American consumers are becoming increasingly brand conscious. As a result, Mr. Stoeppelwerth believes that brand name remodelling will dominate the market, as will lumberyards and home centers that become recognized as brand names.

11.10 Stoeppelwerth's Predictions for the Industry

Walt Stoeppelwerth makes a number of predictions for the immediate future of the industry that are particularly relevant for manufacturers looking for markets and channels to exploit. Some of these predictions are:

- remodelling will experience the "industrialization of services", which has already happened in other service industries. By the year 2000, the top 30,000 contractors will control more than half of the market.
- Brand names will develop in remodelling as:
  - A) successful franchises like Mr. Build and Archadeck will increase
  - B) manufacturer dealer programs (following the automotive industry's example) focusing on installation will increase
  - C) Lumberyards and homecenters will become dominant with preferred contractor and installed sales programs
  - D) homebuilders will develop remodelling divisions, making use of builder showroom selection centers as a base for remodelling sales
  - E) more foreign companies will make inroads in the industry
  - F) buying groups patterned after lumberyard / hardware companies such as True Value, Ace, BMA will develop
- showrooms will become absolutely essential. Companies with the best showrooms should increase new sales
- specialty retailing, stand-alone or within a home center or lumberyard and including installation, will sweep the industry
- there will be more partnerships between manufacturer, retailers, and contractors. Sharing the costs of distribution, sales and installation will continue to provide n efficient cost-effective, customer oriented delivery system
- computers will standardize yet customize remodelling including order entry, pricing and databases, design, estimating and proposal generations, computer showrooms, product displays, virtual reality, etc., and cost control procedures
- the beforementioned partnerships will provide the system for recruitment, selection, and training of field, management, and sales personnel.
- present methods of distribution will change dramatically as the industry embraces single supplier relationships, just-in-time delivery, co-operative buying, etc.
- the "soft" costs of remodelling will be analyzed, and the most efficient method within the partnership will be applied in areas such as advertising, sales, training and education, insurance, computer hardware and software, credit and bad debts, production supervision, re-work and inefficiency in the field, home improvement financing

12.0 U.S. MARKET REGIONAL BREAKDOWN

The U.S. states have been divided into six Regions as follows:

NORTH-WEST	SOUTH-WEST	MID-WEST	SOUTH-EAST	MID-ATLANTIC	NORTH-EAST
Washington Oregon Nevada Idaho Utah Montana Wyoming Colorado Alaska Hawaii	California Arizona New Mexico Texas Oklahoma Arkansas Louisiana	North Dakota South Dakota Nebraska Kansas Minnesota Iowa Missouri Wisconsin Illinois Michigan Indiana Kentucky Ohio	Tennessee Mississippi Alabama Georgia Florida S. Carolina N. Carolina	Pennsylvania West Virginia Virginia Maryland Delaware D.C.	New York New Jersey Connecticut Rhode Island Massachusetts Vermont New Hampshire Maine
10	7	13	7	5 plus DC	8

Regional Diagram

AL
HI
WA
MT
ND
MN
NH
VT
ME
OR
ID
SD
WI
NY
MA
WY
MI
NE
IA
PA
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MS
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GA
TX
LA
FL

13.0 TOP REMODELER COMPANIES BY REGION

The following chart shows the top remodeler companies by Region. Information for this chart has been gathered from www.remodeling.hw.net/prosonly1999 .

*71% of these companies do kitchens.
*68% of these companies do baths.
*66% of these companies renovate whole houses.
*64% of these companies build room additions.
*59% of these companies get the majority of their volume doing full-service single-family work.
*The average company has been in business for 21 years.

North West Region

	Company	City	State	Telephone #	Yrs. in Business	Volume (Million $/Yr.)
1	Stimack Construction Co.	Arvada	Colorado	303-425-9400	16	18
2	Statewide	Lynnwood	Washington	425-743-9688	15	14
3	Energy Building Systems	Vancouver	Washington	360-694-1848	12	11.5
4	Neil Kelly Designers/Remodelers	Portland	Oregon	503-288-7461	51	10.9
5	Heritage Siding & Windows	Federal Way	Washington	253-874-2131	5	6.2
6	Nordic services	Seattle	Washington	206-522-9570	16	5.4
7	U-systems	Sandy	Utah	801-565-1131	11	5.3
8	Life Time Exteriors	Tacoma	Washington	253-473-7595	10	3.8
9	Sound Glass Sales	Tacoma	Washington	253-473-7477	15	3.6
10	Malke Construction	Bethell	Washington	425-806-8064	5	3.6
11	Saltaire Construction	Seattle	Washington	206-583-0611	9	3.5
12	Disaster Restoration	Westminster	Colorado	303-657-1400	5	3.4
13	Design Builders	Henderson	Nevada	702-567-1500	10	3.1
14	Taylored Restoration	Anchorage	Alaska	907-344-1239	18	3
15	Lyden Siding Co.	Honolulu	Hawaii	808-455-4592	22	3
16	Tenhulzen Remodeling	Redmond	Washington	425-885-9871	19	3
17	Lookout-The Renovation Co.	Denver	Colorado	303-975-1820	14	3
18	SC Pacific Corp.	Kapolei	Hawaii	808-682-4334	13	2.9
19	LaPorte-Elde	Seattle	Washington	206-937-8246	21	2.6
20	Parrish Construction	Boulder	Colorado	303-444-0032	30	2.6
21	Lasting Impressions Siding & Windows	Denver	Colorado	303-752-4141	9	2.6
22	Holladay Brothers Construction	Colorado Springs	Colorado	719-596-7161	20	2.5
23	Stronghold Construction	Boise	Idaho	208-345-7154	13	2.1
24	Kauai Vinyl Siding & Contracting Corp.	Uhue	Hawaii	808-245-8455	14	2
25	Dale's Remodeling	Salem	Oregon	503-370-7609	21	2
26	Strite Design & Remodel	Boise	Idaho	208-336-9176	24	1.7
27	4 Bee's Siding	Marysville	Washington	360-659-8599	2	1.5
28	Modern Builders	Tacoma	Washington	253-383-1704	45	1.5
29	Master Plan Construction	Portland	Oregon	503-224-2882	11	1.4

South West Region

	Company	City	State	Telephone #	Yrs. in Business	Volume (Million $/Yr.)
1	Intertex General Contractors	Valencia	California	805-295-8215	16	38
2	K-Designers	Sacramento	California	800-515-2788	20	32.2
3	Historic Restoration	New Orleans	Louisiana	504-566-0204	15	30
4	Coastland Construction	Angleton	Texas	409-848-0965	19	12
5	American eagle Builders & Supply	Arlington	Texas	817-588-2050	14	11.8
6	Thompson Brooks	San Francisco	California	415-553-8041	6	11
7	Carothers Construction	Roseville	California	916-7829059	20	8
8	Century One Builders	Phoenix	Arizona	602-265-1322	14	8
9	Buzco Constyruction Co.	Torrance	California	310-326-8139	29	7.8
10	Renaissance Doors Nd Windows	Fullerton	California	714-578-0090	16	7.6
11	PSI	Spring	Texas	281-830-1816	9	7.1
12	All American Builders	Hurst	Texas	817-589-3700	12	6.9
13	Air-Vent Remodeling and Design	Houston	Texas	713-9447200	44	6.7
14	Newreal	Upland	California	888-252-0794	14	6.3
15	Forest Construction Co.	Camarillo	California	805-386-8000	50	6.2
16	Statewide remodeling	Irving	Texas	972-627-0222	5	6.2
17	The Construction Connection	Van Nuys	California	818-909-0660	6	6
18	Re-Constructors	San Mateo	California	650-342-3006	43	5
19	Handypersons	San Francisco	California	415-957-0798	14	4.9
20	Antrim Engineering & Construction	Pleasanton	California	925-426-2444	12	4.8
21	Conley Construction Co.	Muskpgee	Oklahoma	918-683-1317	29	4.8
22	Coast Custom Rooms	Walnut	California	909-594-7547	18	4.4
23	Royal Covers of Arizona	Mesa	Arizona	602-926-2300	20	4
24	MW Construction	Escondido	California	760-745-9799	13	4
25	Allen Associates	Santa Barbara	California	805-682-4305	15	4
26	SW Allen Construction	Sacramento	California	916-344-2098	18	4
27	Sunrooms Plus	Albuquerque	New Mexico	505-881-6004	9	3.8
28	Alstons	Sacramento	California	916-446-4646	20	3.7
29	Jim Murphy and Associates	Santa Rosa	California	707-576-7337	22	3.7
30	KB Construction	Arcadia	California	626-574-7302	23	3.6
31	Selig Construction Corp.	Chico	California	530-893-5898	6	3.5
32	Briaec Construction Services	Oceanside	California	760-726-6023	30	3.5
33	Mega Builders	Van Nuys	California	818-787-8924	10	3.5
34	Harrell Remodeling	Menlo Park	California	650-326-7093	9	3.5
35	Al Lowe Construction	Westlake Village	California	818-597-8484	9	3.5
36	Westward Custom	Scottsdale	Arizona	602-274-1822	11	3.5
37	NewDay Development	Encino	California	818-784-9495	20	3.4
38	Pete Moffat Construction	Palo Alto	California	650-493-8899	14	3.4
39	J.M.& Co. General Contractors	Agoura Hills	California	818-597-8235	5	3.1
40	P.F. O'Reilly	Chico	California	530-898-0833	3	3
41	J.F. Da Pra	Ventura	California	805-644-2912	23	3
42	Ryan and Associates	Dripping Springs	Texas	512-894-0415	15	3
43	Matt Plaskoff Construction	Sherman Oaks	California	818-981-5784	10	3
44	T.F. Harper	Austin	Texas	512-440-0707	18	3
45	Jerry Stark Companies	Dallas	Texas	214-369-5555	22	2.9
46	Architecture by Schloh	Los Gatos	California	408-354-4551	24	2.9
47	Schatzman Construction Co.	El Paso	Texas	915-584-8131	9	2.9
48	The Werner Co.	Houston	Texas	713-973-6565	25	2.7
49	Farrell Co.	Los Altos	California	650-949-2564-18	18	2.7
50	California Bath Restoration	Newport Beach	California	949-263-0779	8	2.6

Mid West Region

	Company	City	State	Telephone #	Yrs. in Business	Volume (Million $/Yr.)
1	Diamond Home Services	Woodstock	Illinois	815-334-1400	6	162
2	Pacesetter Corp.	Omaha	Nebraska	402-331-9400	36	122.8
3	INRECON	Birmingham	Michigan	248-594-1144	15	105
4	Thomas Construction	St. Louis	Missouri	314-291-0200	25	25.1
5	Oakview construction	Omaha	Nebraska	402-330-7475	n/a	22
6	St.Clair Corp.	St. Louis	Missouri	314-997-1222	2	16
7	Burlingame Co.	Grand Rapids	Michigan	616-538-0240	24	15.3
8	ABC (ABC Seamless Siding)	Fargo	North Dakota	701-293-3107	20	15.3
9	APCO Home Improvement	Columbus	Ohio	614-224-2726	37	15
10	Nor-Son	Baxter	Minnesota	218-828-1722	20	14.6
11	Father and Son Construction	Troy	Michigan	248-585-5500	38	14
12	Home Tech Construction	Columbus	Ohio	614-431-1616	4	13.5
13	Conservative Energy	Worthington	Ohio	614-431-9600	8	12.6
14	Fairway Construction Co.	Southfield	Michigan	248-354-9310	72	12.5
15	G. Fisher Construction	Farmington Hills	Michigan	248-855-3500	12	10.5
16	Peoria Siding and Window	Washington	Illinois	309-699-9517	21	10.3
17	Thermal Seal	Columbus	Ohio	614-433-7325	3	9.5
18	Giertsen Co.	Golden Valley	Minnesota	612-546-1300	80	9.3
19	RESASH	Macedonia	Ohio	330-467-0230	20	9.3
20	Sawhorse	Robbinsdale	Minnesota	612-533-0352	22	8.5
21	Diversified Construction	St. Louis Park	Minnesota	612-929-7233	30	8.5
22	Momax Builders	Northbrook	Illinois	847-291-6660	7	8
23	Kitchen Solvers	La Crosse	Wisconsin	608-791-5519	15	8
24	Gray Constructio Co.	Watertown	South Dakota	605-886-3102	96	8
25	The Acri Co.	Milan	Illinois	309-787-4913	32	7.8
26	Kent Builders	Waterford	Michigan	248-683-7110	16	7.5
27	Thornton and Thornton	Richfield	Minnesota	612-869-8178	16	7.4
28	The Southard Corp.	Great Bend	Kansas	316-793-5434	48	7.1
29	Larmco Windows	Walton Hills	Ohio	440-439-3232	8	6.5
30	NitschkeSampsonDietz	Columbus	Ohio	614-464-1933	12	6.2
31	Remodel One	Roselle	Illinois	630-980-5995	13	6.2
32	American Home Exteriors	Overland Park	Kansas	913-381-6600	25	6.2
33	Building Service	Milwaukee	Wisconsin	414-353-3600	52	6
34	Squires Construction Co.	Macedonia	Ohio	330-467-2300	58	5.7
35	J.L. Fox	Indianapolis	Indiana	317-255-4144	13	5.6
36	Security Builders	Grand Rapids	Michigan	616-245-7130	20	5.5
37	Greater Dayton Construction Group	Beavercreek	Ohio	937-426-3577	11	5.4
38	Premier Building Contractors	Martin Grove	Illinois	847-967-6780	12	5.1
39	Sure-Lock Home Improvements	Indianapolis	Indiana	317-781-2222	16	5
40	J.J. Swartz Co.	Decatur	Illinois	217-877-2611	77	5
41	Southern Ohio Builders	Cincinnati	Ohio	513-791-1611	20	5
42	Callier & Thompson, Kitchen & Baths	St. Louis	Missouri	314-843-8585	5	5
43	Professional Plumbing	Barrington	Illinois	847-382-7100	18	5
44	Choice Wood Co.	St. Louis Park	Minnesota	612-924-0043	15	5
45	All-Seal Home Improvements	Dayton	Ohio	937-890-9484	18	4.9
46	Netco	Wichita	Kansas	316-942-2062	35	4.6
47	Plekkenpol Builders	Bloomington	Minnesota	612-888-2225	28	4.5
48	Triodyne-Wangler Construction	Niles	Illinois	847-647-8866	6	4.5
49	Rhino Builders	Kansas City	Kansas	913-722-4653	3	4.3
50	The T.J. Hume Co.	Lorain	Ohio	440-288-0112	75	4

South East Region

	Company	City	State	Telephone #	Yrs. in Business	Volume (Million $/Yr.)
1	Pelican of Greenville	Greenville	South Carolina	864-269-8110	10	125
2	Sunbelt Remodeling	Nashville	Tennessee	615-883-8113	4	22
3	A&I	Myrtle Beach	South Carolina	843-448-8485	25	15
4	AMS - Advanced Mobilehome Systems	Pompano Beach	Florida	954-282-0951	25	14.6
5	Atlanta Remodeling	Atlanta	Georgia	404-874-7787	3	11.3
6	Patton General Contracting	Charleston	South Carolina	843-767-4195	30	10.6
7	Invincible Associates	Largo	Florida	727-545-1800	12	8
8	White Aluminum	Leesburg	Florida	352-787-6783	45	8
9	Carole Korn Interiors	Boca Raton	Florida	561-997-2888	20	8
10	Premiere Design	Nacross	Georgia	770-263-6100	11	7.8
11	SWAT 24 (Stuart location)	Stuart	Florida	561-286-7928	7	7
12	The Collage Companies	Lake Mary	Florida	407-829-2257	16	7
13	Dixie Home Crafters	Atlanta	Georgia	770-455-6450	10	6.5
14	folkers Window Co.	Pensacola	Florida	850-477-1772	27	6
15	G>A> Design & Development	Fort Lauderdale	Florida	954-763-9043	8	6
16	Bryant-Phillips Associates	Raleigh	North Carolina	919-821-9005	6	5.6
17	The Berndsen Co.	Atlanta	Georgia	404-303-7272	5	5.4
18	Sunview	Greensboro	North Carolina	336-547-8033	n/a	5
19	Joseph Construction	Knoxville	Tennessee	423-584-3945	26	5
20	Keating/Moore Construction Co.	Palm Beach Gardens	Florida	561-775-5882	15	5
21	Konstructiva	Miami	Florida	305-751-7119	9	5
22	Hickory Construction	Maryville	Tennessee	423-983-7856	21	5
23	Airite Air Conditioning	Tampa	Florida	813-886-2591	28	5
24	United Construction Corp. of Nashville	Nashville	Tennessee	615-256-8981	33	4.7
25	American Home Design	Nashville	Tennessee	615-361-6100	21	4.5
26	Wolfe Homes	Greensboro	North Carolina	336-299-2969	18	4.5
27	Groden/Stamp Construction	Miami	Florida	305-493-1243	15	4.5
28	Worldwide Refinishing	Savannah	Georgia	912-691-0454	3	4.5
29	Leafguard of Georgia	Roswell	Georgia	770-772-4199	3	4.4
30	Hubert Whitlock Builders	Charlotte	North Carolina	704-364-9577	41	4.3
31	The Bainbridge Crew	Charlotte	North Carolina	704-569-4220	21	4
32	Kendale	Jacksonville	Florida	904-384-8611	23	3.9
33	Waller Construction	Lakeland	Florida	941-688-8870	38	3.8
34	Sparrow Construction	Raleigh	North Carolina	919-833-7341	30	3.8
35	Bowles Construction	Augusta	Georgia	706-738-9446	20	3.8
36	First Florida Construction & Remodelers	Tampa	Florida	813-879-2845	15	3.8
37	Brownlow & Sons Co.	Marietta	Georgia	770-977-8404	54	3.8
38	Superior Siding and Windows	Atlanta	Georgia	770-938-6900	3	3.5
39	Saturn Industries	Pompano Beach	Florida	954-781-3419	30	3.5
40	The Carolina Building Group	Charlotte	North Carolina	704-532-4633	4	3.1
41	Carolina Windows & Doors	Greenville	North Carolina	252-756-9525	14	3.1

42	HammerSmith	Decatur	Georgia	404-377-1021	8	3
43	Patterson Home Improvements	Jacksonville	Florida	904-296-0045	6	3
44	Superior Remodeling Co.	Fort Lauderdale	Florida	954-730-8500	15	3
45	Allied Kitchen and Bath	Fort Lauderdale	Florida	954-564-7611	15	3
46	Carolina Energy Conservation	Charlotte	North Carolina	704-599-2324	4	3
47	Pioneer Exteriors	Raleigh	North Carolina	919-828-4405	39	2.9
48	W.H. Massey Construction Co.	Fort Lauderdale	Florida	954-524-0549	7	2.9
49	Construction Restoration Specialists	Ocala	Florida	352-732-2322	n/a	2.8
50	Lavelle Construction & Development	Palm Beach Gardens	Florida	561-775-0577	10	2.8

Mid Atlantic Region

	Company	City	State	Telephone #	Yrs. in Business	Volume (Million $/Yr.)
1	Bilt-Rite Contractors	Telford	Pennsylvania	215-723-2288	n/a	47
2	Struever Bros. Eccles & Rouse	Baltimore	Maryland	401-332-1352	25	32.8
3	VIRTEXCO Corp.	Norfolk	Virginia	757-466-1114	6	30.5
4	BGE Home Products and Services	Columbia	Maryland	410-720-6619	5	25
5	U.S. Structures/Archadeck	Richmond	Virginia	804-353-6999	18	22
6	Homefix Corp.	College Park	Maryland	301-513-0200	8	20
7	Falke Inc.	Faifax	Virginia	703-293-7000	25	20
8	J.J. DeLuca Co.	Wayne	Pennsylvania	610-995-9440	18	20
9	Case Design/Remodeling	Bethesda	Maryland	301-229-4600	38	14
10	Gardner/Fox	Bryn Mawr	Pennsylvania	610-525-8305	12	13.7
11	Rolyn Construction Corp.	Rockville	Maryland	301-468-1553	19	13.4
12	Disaster Restoration services	North Versaille	Pennsylvania	800-878-3770	17	11.5
13	Olympic Home Improvement	Alexandria	Virginia	703-313-4100	4	9.7
14	Windowizards	Bristol	Pennsylvania	800-220-8707	36	9
15	Manor House Kitchens	Greensburg	Pennsylvania	724-837-3800	33	9
16	Power Windows & Sinding	Newark	Delaware	302-454-8955	12	7
17	Homeview Contractors	Timonium	Maryland	410-252-4663	32	6.2
18	Insurance Restoration Services	Pittsburgh	Pennsylvania	412-322-1135	10	6
19	Sam Jon Corp.	Elkins Park	Pennsylvania	215-635-4300	18	5.9
20	Classic Floor Designs	Washington	D.C.	202-892-9860	8	5.4
21	Accent General Contracting	Rockville	Maryland	301-294-9295	29	5
22	Mid-Atlantic Waterproofing of Md.	Laurel	Maryland	301-206-9500	3	5
23	Cherokee Construction Co.	Philadelphia	Pennsylvania	215-672-0543	25	5
24	Burns and Scalo Roofing Co.	Bridgeville	Pennsylvania	412-221-6300	42	5
25	Dream Home Remodelers	Norristown	Pennsylvania	610-272-7550	4	4.9
26	Smith, Thomas & Smith	Bethesda	Maryland	301-656-0141	38	4.7
27	Certified	Olney	Maryland	301-570-1331	14	4.7
28	Pinnacle Building Co.	Wexford	Pennsylvania	724-935-3132	22	4.6
29	Sam S. Smuckers & Sons	Lane	Pennsylvania	717-392-3369	38	4.5
30	Homework Industries	Baltimore	Maryland	410-332-8231	10	4.5
31	Hersh Enterprises	Washington	D.C.	202-223-8040	30	4.5
32	Pace Construction Managers	Scranton	Pennsylvania	717-343-1159	n/a	4.5
33	The Window Place	Fairfax	Virginia	703-641-5400	11	4.5
34	Liberty Furnace & Remodeling	Pittsburgh	Pennsylvania	412-241-4477	45	4.3
35	BOWA Builders	Arlington	Virginia	703-276-0393	10	4.2
36	Windows Unlimited	Pittsburgh	Pennsylvania	412-881-0505	36	4.1
37	M.E. Thaden Corp.	Potomac	Maryland	301-294-3550	17	4.1
38	The Fick Brothers roofing Co.	Baltimore	Maryland	410-889-5525	50	4
39	Sanbower Builders	Frederick	Maryland	301-695-8310	16	4
40	Peterson and Collins	Washington	D.C.	202-234-4500	20	4
41	Bloom Penn Contractors	Millville	Pennsylvania	570-458-6398	32	3.8
42	DeFinis and Sons Window and Door Co.	Philadelphia	Pennsylvania	800-322-6177	39	3.5
43	The Service Team	Lehighton	Pennsylvania	610-377-5056	14	3.5
44	Clinton General Contractors	Upper Marlboro	Maryland	301-499-2400	30	3.5
45	Russell Roofing Co.	Oreland	Pennsylvania	215-887-7800	6	3.4
46	River City Contracting	Springdale	Pennsylvania	724-274-8600	25	3.4
47	Insulators of Maryland	Rockville	Maryland	301-258-0590	21	3.3
48	G. Morris Steinbraker & Son	Washington	D.C.	202-333-1790	65	3
49	Mr. Fix-It	Richmond	Virginia	804-285-7091	29	3
50	J.A. Moore & Sons	Rehobeth Beach	Delaware	302-227-1812	44	3

North East Region

	Company	City	State	Telephone #	Yrs. in Business	Volume (Million $/Yr.)
1	Bil-Ray	Elmont	New York	516-616-4200	42	40.8
2	Mark Four Enterprises	Fairfield	New York	973-828-5050	35	18
3	Garden State Brickface	Roselle	New Jersey	908-241-5900	6	10
4	Tri-State Window and Door Factory	Wood Ridge	New Jersey	973-471-5500	7	9.7
5	Alure Home Improvement	East Meadow	New York	516-296-7777	53	8.9
6	American Profiles Co.	Manchester	New Hampshire	603-623-5518	21	8.5
7	Rhode Island Home Improvement	Warwick	Rhode Island	401-739-1000	50	7.9
8	Remodeling Consultants of Westchester	Mamaroneck	New York	914-381-6900	10	7.5
9	Adirondack Construction Corp.	Glens Falls	New York	518-792-1128	51	6.5
10	Larson Home Improvement	Hicksville	New York	516-935-3336	40	6
11	Classic Exteriors by Alan Cherry	Mt. Laurel	New Jersey	609-439-0900	24	5.5
12	Kronberg Bros.	North Haven	Connecticut	203-239-5689	40	5
13	Polar Contracting	Brooklyn	New York	718-388-1155	14	5
14	Irwin Contracting	Commack	New York	516-864-1062	13	5
15	Bennett	Albany	New York	518-462-6731	83	4.5
16	Major Homes Corp.	Bayside	New York	718-229-8741	30	4.5
17	MFA Construction	Great Neck	New York	516-487-8220	9	4.5
18	Lasley Construction	Rocky Hill	New Jersey	609-921-2822	10	4.3
19	MEKO Realty Trust	Southboro	Massachusetts	508-481-9050	27	4.2
20	Sid Kumins	Brookline	Massachusetts	617-277-8252	44	4.2
21	W.G. Hinman	Brooklawn	New Jersey	609-456-0010	21	4.2
22	Silverlining Interiors	New York	New York	212-496-7800	12	4.1
23	Brindisi Builders	Marlton	New Jersey	609-985-6219	22	4
24	Business Investment Group	Cranston	Rhode Island	401-435-6000	12	4
25	D&A Structural Contractors	Ronkonkoma	New York	516-471-2300	13	3.8
26	DiGiorgi Roofing and Siding	Seymour	Connecticut	203-735-5449	65	3.8
27	Davitt Design Build	West Kingston	Rhode Island	401-792-9799	17	3.8
28	Capizzi Home Improvement	Cotuit	Massachusetts	508-428-9518	22	3.5
29	Munger Remodeling	Pawtucket	Rhode Island	401-725-5846	25	3.3
30	Proline Construction of N.Y.	Rochester	New York	716-323-1450	5	3.2
31	J.P. Spano &Co.	Westhampton Beach	New York	516-288-4976	12	3.2
32	Colonial Aluminum Sales	New York	New York	718-882-1586	47	3.2
33	Davis Homes	Maplewood	New Jersey	973-313-0130	6	3.1
34	Care Free Homes	Fairhaven	Massachusetts	508-997-1111	21	3.1
35	Insurance Recon./Tech Design Build	Smithfield	Rhode Island	401-231-3130	17	3.1
36	Ulrich	Ridgewood	New Jersey	201-445-1260	50	3
37	David Lee and Co.	Skaneateles	New York	315-685-8419	23	3
38	T&T Construction Co.	Milton	Massachusetts	617-698-2529	20	3
39	Heartwood Corp.	Bellmore	New York	516-781-6900	25	3
40	Casella Construction Corp.	Roslyn Heights	New York	516-621-1500	20	3
41	First Genaral Services of New Haven	North Haven	Connecticut	203-239-7747	14	2.9
42	Showcase K&B/Construction Services	Bloomfield	New Jersey	973-743-8722	64	2.8
43	Hofmann Design Build	Summit	New Jersey	908-273-1700	16	2.6
44	Woodbridge Builder Corp.	Fords	New Jersey	732-225-0331	30	2.5
45	Blue Stone Partners	Brooklyn	New York	718-858-8603	10	2.5

46	William C. Rott & Son	Tonawanda	New York	716-694-8220	90	2.5
47	Blackdog Builders	Salem	New Hampshire	603-898-0868	8	2.5
48	Lee Kimball Kitchens	Boston	Massachusetts	617-227-0250	58	2.4
49	Feinmann Remodeling	Arlington	Massachusetts	781-643-6269	12	2.2
50	Taitco/Tait Roofing	Moorestown	New Jersey	609-234-4810	26	2.2

14.0 CONTACT INFORMATION FOR OF INDEPENDENT LUMBER YARDS AND HOME CENTRES BY REGION

Sources: www.nbmda.org/directory, **www.homecenternews.com/research**

For ease of reference, the states in each region and the cities in each state, are in alphabetical order.

North West Region

	Company	City	State	Telephone #	Near
1	Valley Home Center	Eagle River	Alaska	907-694-9384	Anchorage
2	Boulder Lumber Co.	Boulder	Colorado	303-443-0582	n/a
3	Olde Tyme Lumber	Boulder	Colorado	303-494-7447	n/a
4	County Line Lumber Inc.	Erie	Colorado	303-828-3977	Boulder
5	Lafayette Lumber Co.	Lafayette	Colorado	303-665-5039	Boulder
6	Jordan's Building Center	Wheat Ridge	Colorado	303-422-1828	Boulder
7	Barnett Lumber	Denver	Colorado	303-2932-2323	n/a
8	HPM Building Supply	Keaau	Hawaii	808-966-5466	n/a
9	Capital Lumber Co.	Boise	Idaho	208-343-5481	n/a
10	Overland Lumber	Boise	Idaho	208-336-4600	n/a
11	Franklin Building Supply	Coldwell	Idaho	208-454-8626	Boise
12	Evans Building Center	Eagle	Idaho	208-939-6435	Boise
13	Rocky Mountain Center	McCall	Idaho	208-452-6585	Boise
14	Simpson's Building Supply	Nampa	Idaho	208-466-0222	Boise
15	Lloyd Lumber Co.	Nampa	Idaho	208-4662434	Boise
16	Kenyon Noble Lumber	Bozeman	Montana	406-586-2371	Billings
17	Billings Lumber Co.	Billings	Montana	406-259-4535	n/a
18	Zentz Lumber Co.	Billings	Montana	406-252-4810	n/a
19	Grand Lumber	Billings	Montana	406-656-3588	n/a
20	Conrad Building Center	Conrad	Montana	406-278-3612	Billings
21	Madison Lumber Co.	Ennis	Montana	406-682-7461	Butte
22	French's Building Materials	Hardin	Montana	406-665-1402	Billings
23	Intermountain Lumber	Helena	Montana	406-449-6924	Butte
24	Rodreick Lumber	Laurel	Montana	406-628-4682	Billings
25	Lewistown Home Center	Lewistown	Montana	406-538-3431	Billings
26	Boyce Lumber & Home Center	Missoula	Montana	406-728-7100	Butte
27	Louie's Home Center Inc.	Fallon	Nevada	775-423-7008	Carson City
28	Rancho True Value Home Center	Las Vegas	Nevada	702-645-3023	n/a
29	Eveleth Lumber Co.	Reno	Nevada	775-323-4156	n/a
30	Spaeth Lumber & Home Center	Corvallis	Oregon	541-752-1930	Salem
31	Muller Lumber Co.	Independence	Oregon	503-364-0523	Salem
32	Montavilla Lumber Co.	Portland	Oregon	503-254-5571	n/a
33	Stransky Lumber & Hardware	Portland	Oregon	503-244-1141	n/a
34	Keith Brown Building Material	Salem	Oregon	503-363-9111	n/a
35	Home Front Improvement Center	Ogden	Utah	801-621-0266	Salt Lake City
36	Herr Lumber Co.	Auburn	Washington	253-833-2700	Tacoma
37	Bayview Building Materials	Elma	Washington	360-482-3811	Tacoma
38	Curtis Lumber Co.	Olympia	Washington	360-357-7737	n/a
39	Lincoln Creek Lumber Co.	Olympia	Washington	360-956-9147	n/a
40	Tanglewilde Lumber Inc.	Olympia	Washington	360-491-2010	n/a
41	Brace Lumber	Seattle	Washington	206-622-1030	n/a

42	Olson Lumber	Seattle	Washington	206-523-7777	n/a
43	Bray's Home Center	Shelton	Washington	360-426-2691	Olympia
44	Brookdale Lumber Inc.	Tacoma	Washington	253-537-8669	n/a
45	Coast House Materials	Tacoma	Washington	253-383-4664	n/a
46	McGuire Lumber	Yakima	Washington	509-575-1600	Tacoma
47	Yelm Home Center	Yelm	Washington	360-458-3250	Olympia
48	Buckhingham Lumber Co.	Buffalo	Wyoming	307-684-2231	Sheridan
49	Greybull Building Center	Greybull	Wyoming	307-765-4466	Sheridan
50	Davis Lumber Co.	Worland	Wyoming	307-347-8288	Sheridan

South West Region

	Company	City	State	Telephone #	Near
1	Ridout Lumber & Home Center	Cabot	Arkansas	501-843-6522	Little Rock
2	Black Building Center	Corning	Arkansas	870-857-6876	Little Rock
3	Kaufman Lumber co.	Little Rock	Arkansas	501-568-3182	n/a
4	Merritt Lumber Co	Ash Fork	Arizona	520-637-2352	Flagstaff
5	Wilson's Home Center	Miami	Arizona	520-473-2491	Tucson
6	Backyard Lumber	Phoenix	Arizona	602-275-6237	n/a
7	Heldt Lumber Co.	Phoenix	Arizona	602-277-3378	n/a
8	Sedona Home Center	Sedona	Arizona	520-282-9383	Flagstaff
9	Arnold Building Supply Center	Arnold	California	209-795-4038	Oakland
10	High Country Lumber & Home Center	Bishop	California	760-873-5874	Sacramento
11	Sunrise Home Improvement Center	Elk Grove	California	916-685-6700	Sacramento
12	Crenshaw Lumber	Gardena	California	310-323-1337	Los Angeles
13	Ransom Brothers Lumber	National City	California	619-474-6425	San Diego
14	White Brothers	Oakland	California	510-261-1600	SanFrancisco
15	Riverdale Home Improvement Center	Riverdale	California	559-867-4437	Fresno
16	Building Supply & Lumber	Sacramento	California	916-421-0453	n/a
17	Higgins Lumber Co.	San Diego	California	619-662-1101	n/a
18	Pine Tree Lumber	San Diego	California	619-273-6770	n/a
19	Beronio Lumber	San Francisco	California	415-824-4300	n/a
20	K&W Building Materials	San Francisco	California	415-668-6333	n/a
21	Pine Cone Lumber Co.	Sunnyvale	California	408-736-5491	Los Angeles
22	Adco Lumber Sales Inc	West Sacramento	California	916-371-6993	n/a
23	Ed Price Building Materials	Baton Rouge	Louisiana	225-926-8927	n/a
24	Gillespie Lumber & Supply	Baton Rouge	Louisiana	225-926-1844	n/a
25	Holmes Building Materials	Baton Rouge	Louisiana	225-926-2031	n/a
26	Martin Lumber Co.	Baton Rouge	Louisiana	225-753-9663	n/a
27	Smith Building Supply Inc.	Denham Springs	Louisiana	225-664-4126	Baton Rouge
28	Dash Lumber	New Orleans	Louisiana	504-241-3555	n/a
29	Wilson Bourg Lumber & Building	New Orleans	Louisiana	504-947-6678	n/a
30	Wilbert Lumber & Hardware Center	Plaquemine	Louisiana	225-687-1987	Baton Rouge
31	Ascension Lumber & Building	Prairieville	Louisiana	225-673-8842	Baton Rouge
32	Southern Home Improvement Center	Slidell	Louisiana	504-643-6611	New Orleans
33	Leyba's Wood Yard	Albuquerque	New Mexico	505-898-1186	n/a
34	Quickfix Home Improvement Center	Espanola	New Mexico	505-753-9298	Albuquerque
35	La Cuchila Lumber	Hernandez	New Mexico	505-753-8818	Santa Fe
36	Smith & Sons Building Center	Anadarko	Oklahoma	405-247-3501	Oklahoma City
37	Bixby Lumber	Bixby	Oklahoma	918-366-3355	Tulsa
38	Blanchard Building Center	Blanchard	Oklahoma	405-485-2023	Oklahoma City
39	McClain Building Center	Eufaula	Oklahoma	918-689-2581	Tulsa

40	Walter Building center	Kingfisher	Oklahoma	405-375-6774	Oklahoma City
41	Pearson's Lumber & Home Center	Lexington	Oklahoma	405-527-6514	Oklahoma City
42	Terrell Home Center	Oklahoma City	Oklahoma	405-799-7700	n/a
43	Britton Lumber & Supply	Oklahoma City	Oklahoma	405-848-8851	n/a
44	Bill's Home Center	Pawhuska	Oklahoma	918-287-3455	Tulsa
45	Bartlett Building Center	Ponca City	Oklahoma	580-765-7746	Tulsa
46	Pride Home Center	Amarillo	Texas	806-381-0032	n/a
47	Davis Hawn Lumber Co	Dallas	Texas	214-946-8123	n/a
48	Deford Lumber Co.	Duncanville	Texas	972-298-7121	Worth
49	Fort Worth Lumber Co	Fort Worth	Texas	817-293-5211	Dallas
50	McCauley Lumber Co.	Houston	Texas	281-448-1374	n/a
51	Owner Builder Center	Houston	Texas	713-956-1178	n/a
52	Erick's Lumber Co	Laredo	Texas	956-726-3309	n/a
53	John's Home Center	Richardson	Texas	972-234-5527	Dallas
54	Bison Building Materials	San Antonio	Texas	210-828-9911	n/a
55	Csimmons Lumber & Home Center	Wylie	Texas	972-442-3595	Dallas

Mid West Region

	Company	City	State	Telephone #	Near
1	Lopez Lumber & Home Center	Chicago	Illinois	773-247-6655	n/a
2	Hart Home Center	Chicago	Illinois	773-247-7362	n/a
3	Baltimore Lumber & Building Materials	Chicago	Illinois	773-721-8107	n/a
4	Harry's Lumber Co.	Chicago	Illinois	773-631-6568	n/a
5	Allan Lumber Co.	Lacon	Illinois	309-246-2485	Springfield
6	Furrow Building Materials	Springfield	Illinois	217-544-4475	n/a/
7	Colwell Home Center	Virginia	Illinois	217-452-7216	Springfield
8	Metzger Lumber Center	Carmel	Indiana	317-824-3888	Indianapolis
9	Kaper's BuildingMaterials	Demotte	Indiana	219-987-2781	Indianapolis
10	Newcomer Lumber & Home Center	Greenfield	Indiana	317-462-5559	Indianapolis
11	Bridgeport Lumber	Indianapolis	Indiana	317-241-1105	n/a
12	Hall & House Lumber	Indianapolis	Indiana	317-783-4177	n/a/
13	Des Moines Lumber	Des Moines	Iowa	515-279-2104	n/a
14	Leachman Lumber Co.	Des Moines	Iowa	515-265-1621	n/a
15	Jefferson Building center	Jefferson	Iowa	515-386-8546	Des Moines
16	North Lumber & Home Center	Leon	Iowa	515-446-4196	Des Moines
17	Fickes Home Center	St. Charles	Iowa	515-396-2311	Des Moines
18	Atwood Lumber	Atwood	Kansas	785-626-9603	Colby
19	Colby Lumber	Colby	Kansas	785-462-2181	n/a
20	Ricke's Home Center	Harper	Kansas	316-896-2924	Colby
21	Nick's Building Center	Marion	Kansas	316-382-2992	Colby
22	Scott County Lumber	Scott Ciyu	Kansas	316-872-5334	Colby
23	Bandel Home Center	St Francis	Kansas	785-332-3337	Colby
24	Buzick Lumber & Home Center	Bardstown	Kentucky	502-348-5953	Frankfort
25	Kelly Brothers Home Center	Kovington	Kentucky	606-581-0400	Frankfort
26	Graves Lumber Yard	Georgetown	Kentucky	502-8630684	Frankfort
27	Frankfort Lumber	Frankfort	Kentucky	502-223-8241	n/a
28	Lagrange Home Center	La Grange	Kentucky	502-222-0072	Frankfort
29	Keath's Home Center	Mount Sterling	Kentucky	606-498-4130	Frankfort
30	Smitha's Lumber	Mount Eden	Kentucky	502-738-9724	Frankfort
31	Chelsea Lumber Co.	Chelsea	Michigan	734-475-9126	Detroit
32	Locke Lumber	Detroit	Michigan	313-526-1760	n/a
33	Pointe Lumber & Hardware Co.	Grosse Pointe	Michigan	313-824-5550	Detroit
34	Bolyard Lumber Home Center	Hazel Park	Michigan	248-398-5300	Detroit
35	Holkins Home Center	Howell	Michigan	517-546-3960	Lansing
36	Glasers Lumber Co.	Lansing	Michigan	517-484-0387	n/a
37	Mason Lumber Co.	Mason	Michigan	517-676-9633	Lansing
38	Dillman & Upton Lumber	Rochester	Michigan	248-651-9411	Detroit
39	Burke Building center	Waterford	Michigan	248-673-1211	Detroit
40	Cloquet Home Center	Cloquet	Minnesota	218-879-3388	Duluth
41	Cook Building Center	Cook	Minnesota	218-666-5344	Duluth
42	Osseo lumber Co.	Osseo	Minnesota	612-425-2107	Minneapolis
43	Bent Building Center	Pine City	Minnesota	320-629-3424	Duluth
44	Harrison Lumber Co.	St. Louis	Missouri	314-421-1414	n/a
45	John Hall Lumber Co.	Washington	Missouri	314-239-6300	St. Louis
46	Mead Building Center	Ashland	Nebraska	402-944-3371	Omaha
47	Zegers Home Center	David City	Nebraska	402-367-6169	Omaha
48	Century Lumber Center	Nebraska City	Nebraska	402-873-6689	n/a

49	Millard Lumber Inc.	Omaha	Nebraska	402-896-2859	n/a
50	Maple River Lumber Inc.	Enderlin	North Dakota	701-437-2811	Fargo
51	Simonson Lumber Co.	Fargo	North Dakota	701-232-3281	n/a
52	Martinsen Home Center	Forman	North Dakota	701-724-3321	Fargo
53	Reeves Lumber Co.	Akron	Ohio	330-864-4169	n/a
54	Keim Lumber	Charm	Ohio	330-893-2251	Akron
55	Bahr Lumber	Cleveland	Ohio	216-521-7049-	n/a
56	Commonwealth Lumber	Cleveland	Ohio	216-791-6200	n/a
57	Babin Building center	Cleveland	Ohio	440-842-1142	n/a
58	Hantak Home Improvement Center	Cleveland	Ohio	216-441-0202	n/a
59	Rudolph Lumber Company	Maumee	Ohio	419-893-0704	Toledo
60	Banas Building Center	Monroe	Ohio	734-587-8615	Toledo
61	Ottoville Lumber Co.	Ottoville	Ohio	419-453-3335	Toledo
62	Schroeder & Younker Lumber Co.	Oregon	Ohio	419-693-0525	Toledo
63	Wayne Lumber Co.	Toledo	Ohio	419-243-3258	n/a
64	Faulkton Lumber co.	Faulkton	South Dakota	605-598-6252	Pierre
65	Hosmer Lumber Co.	Hosmer	South Dakota	605-283-2238	Pierre
66	Passmore Building Center	Huron	South Dakota	605-352-9722	Pierre
67	Fullerton Building Center	Mitchell	South Dakota	605-996-7741	Pierre
68	Nye Lumber	Onida	South Dakota	605-258-2112	Pierre
69	Northland Building Center	Watertown	South Dakota	605-886-4700	Pierre
70	Altman Lumber Center	White Lake	South Dakota	605-249-2310	Pierre
71	Campbellsport Building Supply Center	Campbellsport	Wisconsin	920-533-4412	Green Bay
72	Nicolet Lumber	Green Bay	Wisconsin	920-468-1312	n/a
73	Freedom Lumber Co.	Kaukauna	Wisconsin	920-788-6218	Green Bay
74	Braun Building Center	Manitowoc	Wisconsin	920-682-0143	Green Bay
75	Bliffert Lumber	Milwaukee	Wisconsin	414-463-7900	n/a

South East Region

	Company	City	State	Telephone #	Near
1	Gobble-Fite Lumber Co.	Decatur	Alabama	256-353-5713	n/a
2	Holcombe Home Center	Harpersville	Alabama	205-672-2224	Montgomery
3	Alpha Lumber & Supply	Montgomery	Alabama	334-262-3594	n/a
4	Mason Lumber	Montgomery	Alabama	334-832-4455	n/a
5	Lumber Junction	Prattville	Alabama	334-365-3000	Montgomery
6	Stowe Lumber Co.	Wetumpka	Alabama	334-567-5581	Montgomery
7	Center Hill Lumber	Center Hill	Florida	352-793-3763	Orlando
8	Russell Home Improvement Center	Hollywood	Florida	954-436-9186	Miami
9	Granger Lumber & Hrdware Inc.	Jacksonville	Florida	904-781-4116	n/a
10	Parker Lumber Co.	Maitland	Florida	407-644-3600	Orlando
11	Aljoma Lumber Inc.	Miami	Florida	305-556-8003	n/a
12	Thomas Lumber Co.	Orlando	Florida	407-841-1250	n/a
13	Ro-Mac Lumber & Supply	Tallahassee	Florida	850-224-0167	n/a
14	Frank G Lake Lumber Co.	Atlanta	Georgia	404-355-3028	n/a
15	South-Side Lumber & Supply	Atlanta	Georgia	404-627-2418	n/a
16	Freeman's Home Center	Cedartown	Georgia	770-748-5820	Atlanta
17	William Brothers Lumber Co.	Duluth	Georgia	770-623-0344	Atlanta
18	Balfour Lumber Co.	Thomasville	Georgia	912-226-6086	Ga/Fl border
19	Red Hills Lumber	Thomasville	Georgia	912-227-3556	Ga/Fl border
20	Vetter Lumber Co.	Arabi	Louisiana	504-279-6323	New Orleans
21	Parish Lumber & Supply	Baker	Louisiana	225-775-7900	New Orleans
22	Martin Lumber Co.	Baton Rouge	Louisiana	225-753-9663	n/a
23	Abita Lumber Co.	Metairie	Louisiana	504-454-7437	New Orleans
24	Morrison Home Center	Houma	Louisiana	504-879-1597	New Orleans
25	Markel Lumber Co.	New Orleans	Louisiana	504-827-0267	n/a
26	Carruth Brothers Lumber Co.	New Orleans	Louisiana	504-522-1113	n/a
27	Blanchard's Building materials	Plaquemine	Louisiana	225-687-6386	Baton Rouge
28	Buchanan Lumber	Canton	Mississippi	601-859-7900	Jackson
29	Phillips Lumber & Home Center	Canton	Mississippi	601-859-2812	Jackson
30	Delta Lumber & Building Supply	Crystal Springs	Mississippi	601-892-5604	Jackson
31	Pickens Brothers Lumber Co.	Flora	Mississippi	601-879-8110	Jackson
32	Florence Lumber & Hardware	Florence	Mississippi	601-845-4754	Jackson
33	Lackey Home Center Inc.	Forest	Mississippi	601-469-2261	Jackson
34	Greenwood Lumber	Greenwood	Mississippi	662-453-2615	Ms/Ar border
35	Hardy's Home Center	Hazlehurst	Mississippi	601-894-2531	Jackson
36	Bailey Lumber & Supply	Jackson	Mississippi	601-982-8421	n/a
37	Weston Lumber & Building Supply	Jackson	Mississippi	601-355-7367	n/a
38	Patterson Lumber & Home Center	Kosciusko	Mississippi	662-289-1041	Jackson
39	Broadmoor Home Center	Meridian	Mississippi	601-483-7373	Jackson
40	Out of Town Home Center	Prentiss	Mississippi	601-792-4714	Jackson
41	Winona Home Center	Winona	Mississippi	662-283-1234	Jackson
42	Gilbert Lumber & Home Center	Yazoo	Mississippi	662-746-2535	Jackson
43	Abernethy Lumber Co	Charlotte	North Carolina	704-332-3972	n/a

44	Mc Gee Lumber Co	Charlotte	North Carolina	704-332-2107	n/a
45	W M Cramer Lumber Co	Connellys Springs	North Carolina	828-397-7481	Charlotte
46	Bethel Lumber Co	Pineville	North Carolina	704-889-0072	Charlotte
47	Ellis Lumber Co	Shelby	North Carolina	704-482-1414	Charlotte
48	Buck Lumber & Building Supply	Charleston	South Carolina	843-795-0150	n/a
49	Boozer Lumber	Columbia	South Carolina	803-776-1326	n/a
50	Midway Home Center	Ashland City	Tennessee	615-792-5156	Nashville
51	Criswell Home Center	Dyersburg	Tennessee	901-285-0715	Memphis
52	Frayser Lumber	Memphis	Tennessee	901-357-4331	n/a
53	Gates lumber Co.	Memphis	Tennessee	901-942-3201	n/a
54	Nixon Lumber Co	Memphis	Tennessee	901-948-8611	n/a
55	Russan Lumber Co	Memphis	Tennessee	901-327-1607	n/a
56	Haynes Brothers Lumber	Murfreesboro	Tennessee	615-893-1515	Nashville
57	Nashville Lumber	Nashville	Tennessee	615-244-4200	n/a
58	Willard Oakley Lumber	Nashville	Tennessee	615-321-3644	n/a
59	Portland Home Center	Portland	Tennessee	615-325-6344	Nashville
60	Lee's Home Center	Springfield	Tennessee	615-384-2255	Nashville

Mid Atlantic Region

	Company	City	State	Telephone #	Near
1	Jem Lumber Co.	Bridgeville	Delaware	302-337-8849	Seaford
2	Simpson Lumber Co.	Camden Wyoming	Delaware	302-697-3281	Dover
3	H & M Lumber Inc.	Dover	Delaware	302-674-5666	n/a
4	Simpler Lumber Co.	Felton	Delaware	302-284-4554	Dover
5	Showne Lumber	Middleton	Delaware	302-378-9568	Dover
6	Dukes Lumber & Home Center	Seaford	Delaware	302-629-6622	n/a
7	Waples Lumber Co.	Milton	Delaware	302-684-8595	Seaford
8	Barker Lumber Co.	Washington	DC	202-628-1351	n/a
9	Louis J Grasmick Lumber Co.	Baltimore	Maryland	410-325-9663	n/a
10	Laun Brothers Lumber Co.	Baltimore	Maryland	410-233-0737	n/a
11	Peterson Lumber Co.	Baltimore	Maryland	410-342-8360	n/a
12	Zimmerman's Home Center	Burtonsville	Maryland	301-421-1900	Rockville
13	Barrons Gaithersburg Lumber	Gaithersburg	Maryland	301-948-6600	Rockville
14	Lumber Yard of Hagerstown	Hagerstown	Maryland	301-791-3860	n/a
15	Dean Lumber & Supply	Hollywood	Maryland	301-373-2111	Rockville
16	Mizell Lumber & Hardware	Kensington	Maryland	301-949-0244	Rockville
17	J F Johnson Lumber Co.	Millersville	Maryland	410-987-5200	Baltimore
18	Miller Lumber Co.	Williamsport	Maryland	301-582-1200	Hagerstown
19	O C Cluss Lumber & Home Center	Aliquippa	Pennsylvania	724-378-1100	Pittsburg
20	B & G Home Center	Amgridge	Pennsylvania	724-266-4800	Pittsburg
21	Brookside Lumber & Supply	Bethel Park	Pennsylvania	412-835-7610	Pittsburg
22	Biglerville Home Center	Biglerville	Pennsylvania	717-677-7101	Harrisburg
23	Coyle Lumber Co.	Carlisle	Pennsylvania	717-243-4125	Harrisburg
24	B & R Home Center	Lititz	Pennsylvania	717-627-4663	Harrisburg
25	Lebanon Valley Lumber Co.	Palmyra	Pennsylvania	717-838-6711	Harrisburg
26	Rider's Lumber	Philadelphia	Pennsylvania	215-743-6796	n/a
27	Tague Lumber	Philadelphia	Pennsylvania	215-848-2500	n/a
28	Penn Home Center	Philadelphia	Pennsylvania	215-336-0996	n/a
29	Paul Lumber & Supply Co.	Pittsburg	Pennsylvania	412-681-9200	n/a
30	Rick's Home Center	Red Lion	Pennsylvania	717-246-1124	Harrisburg
31	C & C Lumber, Building Supplies	Tarrs	Pennsylvania	724-696-5757	Pittsburg
32	Hubbard's Home Center	Cape Charles	Virginia	757-331-2470	Norfolk
33	Campbell-Payne Home Center	Lynchburg	Virginia	804-846-2400	Roanoake
34	Waterfront Lumber Co.	Newport News	Virginia	757-245-0091	Norfolk
35	Capps Home & Building Center	Moneta	Virginia	540-297-4466	Roanoake
36	Dail's Home Center	Portsmouth	Virginia	757-488-4946	Norfolk
37	Givens Lumber Co.	Salem	Virginia	540-389-9373	Roanoake
38	Cobb Lumber Co.	Richmond	Virginia	804-358-3801	n/a
39	Boston Lumber Co & Home Center	South Boston	Virginia	804-572-6991	Richmond
40	Means Lumber Co	Beckley	West Virginia	304-253-5577	n/a
41	Hutton's Home Center	Buckhannon	West Virginia	304-472-1814	Morgantown
42	Moore's Lumber & Buiding Supply	Charleston	West Virginia	304-343-9576	n/a

43	Marsh's Lumber & Home Center	Clarksburg	West Virginia	304-624-6549	Morgantown
44	Priddy's Lumber & Building	Crab Orchard	West Virginia	304-253-3679	Beckley
45	Trent Home Center	Gilbert	West Virginia	304-664-3981	Beckley
46	Honaker Lumber Co.	Hinton	West Virginia	304-466-0774	Beckley
47	Lester's Home Center	Iaeger	West Virginia	304-938-2534	Beckley
48	Mannington Home Center	Mannington	West Virginia	304-986-1610	Morgantown
49	Baldwin Home Center	Oceana	West Virginia	304-682-7408	Charleston
50	Adkins Home Center	Parsons	West Virginia	304-478-2488	Morgantown

North East Region

	Company	City	State	Telephone #	Near
1	Lawloski Lumber Inc.	Bethel	Connecticut	203-797-0737	Danbury
2	Riley Lumber Co.	Bloomfield	Connecticut	860-242-7765	Hartford
3	Matz Lumber Co.	Danbury	Connecticut	203-748-5659	n/a
4	Georgetown Lumber	Georgetown	Connecticut	203-544-7927	Danbury
5	Hartford Lumber Co.	Hartford	Connecticut	860-522-9101	n/a
6	New Milford Lumber	New Milford	Connecticut	860-354-3961	Hartford
7	Forestville Lumber Co.	Plainville	Connecticut	860-747-1688	Hartford
8	Hammond Lumber Co	Belgrade	Maine	207-495-3303	Portland
9	Ralph E Lowell Lumber	Buckfield	Maine	207-336-2901	Portland
10	Chicopee Lumber	Gorham	Maine	207-642-2832	Portland
11	Hillside Lumber Inc	Westbrook	Maine	207-839-2575	Portland
12	Andrew's Home Improvement Center	Cambridge	Massachusetts	617-661-8886	Salem
13	Building Center of Essex	Essex	Massachusetts	978-768-7151	Salem
14	Building Center of Gloucester	Gloucester	Massachusetts	978-283-3060	Salem
15	Lynn Lumber Co.	Lynn	Massachusetts	781-592-0400	Salem
16	Hingham Lumber	Hingham	Massachusetts	781-749-4100	Salem
17	Botello Lumber & Hardware	Mashpee	Massachusetts	508-477-3132	Salem
18	One Way Lumber	Salem	Massachusetts	978-745-7411	n/a
19	Crystal Lumber Co.	Wakefield	Massachusetts	781-245-0700	Salem
20	Dugrenier Lumber Co.	Dunbarton	New Hampshire	603-774-3896	Concord
21	Goss Lumber Co	Henniker	New Hampshire	603-428-3363	Concord
22	Perras Lumber	Lancaster	New Hampshire	603-636-1391	Concord
23	Maher Home Center	Moultonborough	New Hampshire	603-253-8287	Concord
24	Sanborn's Lumber Co	Weare	New Hampshire	603-529-1966	Concord
25	Mr Roberts Lumber	Barrington	New Jersey	609-547-7620	Trenton
26	Somerville Lumber Co	Bridgewater	New Jersey	732-356-1975	Trenton
27	Stevenson Lumber Yard	Columbus	New Jersey	609-298-4550	Trenton
28	Du Bell Lumber Co	Medford	New Jersey	609-654-4143	Trenton
29	Lawrenceville Home Improvement Ctr.	Trenton	New Jersey	609-882-6709	n/a
30	Heath Lumber Co	Trenton	New Jersey	609-392-1166	n/a
31	Bridgeway Lumber Co	Albany	New York	518-489-2585	n/a
32	ModernWay Lumber Co	Brooklyn	New York	718-622-3982	n/a
33	G N H Lumber Inc.	Greenville	New York	518-9665333	Albany
34	Mathews & Fields Lumber Inc	Henrietta	New York	716-334-5500	Rochester
35	Kleet Lumber Co.	Huntington	New York	516-427-7060	N Y City
36	Little Falls Lumber Co	Little Falls	New York	315-8232470	Albany
37	Dwyer's Home Improvement Center	Massena	New York	315-764-9000	Albany
38	Pickett Building Materials	Oneonta	New York	607-433-6284	Albany
39	Giordano Lumber Co	Rochester	New York	716-423-0770	n/a
40	Otis Lumber Co	Rochester	New York	716-454-1520	n/a
41	Willits Lumber Cp	Rochester	New York	716-235-1120	n/a
42	Secor Lumber Co	Savannah	New York	315-365-2838	Albany

43	Palma Lumber Co	Schenectady	New York	518-355-1100	Albany
44	Pollock's Home Center	Troy	New York	518-237-6090	Albany
45	Mario's Home Center	Valatie	New York	518-758-7075	Albany
46	Williamson Lumber & Home Center	Williamson	New York	315-589-4221	Albany
47	Newell Building Material Center	Pawtucket	Rhode Island	401-728-7900	Providence
48	F D McKendall Lumber	Providence	Rhode Island	401461-7100	n/a
49	Humphrey's Building Supply	Tiverton	Rhode Island	401-624-8800	Providence
50	Arnold Lumber Co	West Kingston	Rhode Island	401-783-2266	Providence

15.0 CONTACT INFORMATION FOR THE LEADING RETAILERS CHAINS BY REGION

Source: www.homecenternews.com/research

The companies are listed in order of total corporate business volume, according to the National Home Center News, Top 500 List.

Company	Yrs. In Bus.	Number of Stores in each Region					
		N.W.	SW	Mid W.	S.E.	Mid Atl.	N.E.
Home Depot Inc.	21	66	160	109	150	75	147
Atlanta, Georgia							
770-433-8211							
Lowe's Companies Inc./Eagle Hardware	53	49	70	119	180	93	14
North Wilkesboro, North Carolina							
336-658-4000							
Payless Cashways Inc.	2*	26	54	71	3	0	0
Kansas City, Missouri							
816-234-6000							
84 Lumber	43	3	17	117	53	144	55
Eighty Four, Pennsylvania							
724-229-2840							
Carolina Holdings	77	6	0	72	33	8	0
Raleigh, North Carolina							
919-850-8270							
HomeBase Inc.	16	27	61	0	0	0	0
Irvine, California							
949-442-5000							
Lanoga Corporation	150	83	8	111	0	0	0
Detroit Lakes, Minnesota							
218-847-2688							
Wickes Lumber	n/a	4	3	69	10	7	7
Vernon Hills, Illinois							
847-367-3400							
BMHC	n/a	36	19	0	0	0	0
San Francisco, California							
415-227-1650							
Carter Lumber	65	0	0	167	6	22	0
Kent, Ohio							
1-877-LUMBER-4U							
Pergament Home Centers, Inc.	33	0	0	0	0	0	33
Melville, New York							
516-694-9300							
Meek's	80	1	18	17	0	0	0
Springfield, Missouri							

417-883-3636							
Valu Home Centers	31	0	0	0	0	7	27
Buffalo, New York							
716-835-0677							
W.E. Aubuchon Corporation	91	0	0	0	0	0	145
Westminster, Massachusetts							
978-874-0521							
E.C. Barton & Company	97	0	36	5	2	0	0
Jonesboro, Arkansas							
870-932-6673							
*The Company emerged from Chapter 11 on December 2,1997.							
MENARD INC.							
Eau Claire, Wisconsin							
715-876-5911							
This Home Improvement Chain has about 135 stores in nine upper Midwestern states. In 1998 it ranked #3 in corporate business volume. It is rumoured that it may be a prime acquisition target for a larger industry player, such as Lowe's.							
HECHINGER CORPORATION							
Landover, Maryland							
301-341-1000							
The company operates Home Quarters Warehouse stores with about 50 outlets in Eastern and Central U.S. and Hechinger Stores which has about 70 stores in the mid-Atlantic region. The stores carry a variety of home products and materials.							
SEARS HARDWARE STORES							
Sears, Roebuck and Co.							
San Jose, California							
408-238-1122							
There are about 265 neighbourhood Sears Hardware Stores in the U.S. In 1998 their total business volume gave them a #9 nation-wide ranking, among home improvement chains.							

16.0 CONTACT INFORMATION FOR HOME IMPROVEMENT PRODUCTS RETAILERS HEADQUARTERS BY REGION

Source: www.homecenternews.com/research, www.salesleadsusa.com

For ease of reference, the states in each region and the cities in each state are in alphabetical order.

North West Region

Ranking	Company	Address	City	State	Zip	Phone	Sales (Mill) 98	Stores
325	American Lumber	5920 Lamar St	Arvada	CO	80003	(303) 424-7716	78.8	8
253	McGuckin Hardware	2845 Valmont Rd	Boulder	CO	80301	(303) 443-9317	93.5	8
89	Brookhart's	3131 N Nevada Ave	Colorado Springs	CO	80907	(719) 632-4675	17.5	1
151	Crissey Fowler Lumber	117 W Vermijo Ave	Colorado Springs	CO	80903	(719) 473-2411	37	8
152	Kellogg Lumber	6700 Race St	Denver	CO	80229	(303) 288-1500	17.9	2
192	Rio Grande	201 Santa Fe Dr	Denver	CO	80223	(303) 825-2211	40	3
479	Summit Lumber	111 Chambers Ave	Eagle	CO	81631	(970) 328-6306	57.9	7
92	Home Lumber & Supply	8037 Midway Dr	Littleton	CO	80125	(303) 791-3715	47	1
71	Alpine Lumber	11990 Grant St #314	Northglenn	CO	80233	(303) 451-8001	75	1
207	Sterling Lumber & Investment	9101 Harlan St	Westminster	CO	80031	(303) 427-9661	48	1
115	City Mill	660 N Nimitz Hwy	Honolulu	HI	96817	(808) 529-5836	269	14
269	Midpac Lumber	1001 Ahua St	Honolulu	HI	96819	(808) 836-8111	42.5	6
492	A.L. Kilgo	180 Sand Island Access Rd	Honolulu	HI	96819	(808) 832-2200	26	2
445	Hardware Hawaii	30 Kihapai St	Kailua	HI	96734	(808) 266-1133	26	1
153	Hawaii Planing Mill	Box 579	Keaau	HI	96749	(808) 966-7075	243	13
77	Franklin Building Supply	11700 Franklin Rd	Boise	ID	83709	(208) 322-4567	47	3
460	Lloyd Lumber	12 14th Ave S	Nampa	ID	83651	(208) 466-2434	19.1	2
425	Western Building Centers	1019 E Idaho St	Kalispell	MT	59901	(406) 755-9444	31.5	3
304	Intermountain Building Supply	119 N Russell St	Missoula	MT	59801	(406) 728-4750	25	1
53	A.C. Houston Lumber	2912 E La Madre Way	North Las Vegas	NV	89031	(702) 633-5000	70	9
94	Supply One	150 E Peckham Ln	Reno	NV	89502	(775) 689-8188	28	2
281	Chintimini Forest Products	30805 Hwy 34 SW	Albany	OR	97321	(541) 928-2311	35	1
309	Jerry's Building	2600 Hwy 99 N	Eugene	OR	97402	(541) 689-1911	20	2

	Materials							
30	Parr Lumber	21700 NW Wagon Way	Hillsboro	OR	97124	(503) 531-7277	23	4
27	Tualatin Valley Builders Supply	17350 Boones Ferry Rd	Lake Oswego	OR	97035	(503) 635-5886	206	68
318	Milwaukee Lumber	10998 SE 21st Ave	Milwaukie	OR	97222	(503) 654-5417	334	33
35	Copeland Lumber Yards	10279 NE Sandy Blvd	Portland	OR	97220	(503) 253-7503	31.7	1
381	Keith Brown Building Materials	775 Front St NE	Salem	OR	97301	(503) 363-9111	60	4
252	Butterfield Lumber	7380 S 700 E	Midvale	UT	84047	(801) 255-4201	88	8
23	Anderson Lumber	290 W Harris St	Ogden	UT	84401	(801) 621-0700	134	9
110	Burton Lumber & Hardware	1876 Fortune Rd	Salt Lake City	UT	84104	(801) 973-2962	20	6
224	Standard Builders Supply	220 E 2700 S	Salt Lake City	UT	84115	(801) 487-7731	26	2
437	Economy Builders Supply	9150 S 300 W	Sandy	UT	84070	(801) 566-1500	18.4	1
175	Thurman Industries	2122 20th Ave SW #4517	Bothell	WA	98021	(425) 487-9300	42	16
453	Evergreen Lumber	1325 Lloyd Pkwy	Port Orchard	WA	98367	(360) 876-3351	21	10
11	Lanoga Corp.	17946 NE 65th St	Redmond	WA	98052	(425) 883-4125	19	2
10	Eagle Hardware & Garden	981 Powell Ave SW	Renton	WA	98055	(425) 227-5740	1026.8	182
116	McLendon Hardware	710 S 2nd St	Renton	WA	98055	(425) 235-3555	1085.7	36
413	Dunn Lumber	1108 N 185th St	Seattle	WA	98133	(206) 542-2164	57	6
173	Ziegler Lumber	620 E Holland Ave	Spokane	WA	99218	(509) 467-4958	49.4	20
299	McGuire Lumber	1822 S 1st St	Yakima	WA	98903	(509) 575-1600	27	1
144	Bloedorn Lumber	201 W 21st Ave	Torrington	WY	82240	(307) 532-2151	29	1

South West Region

Ranking	Company	Address	City	State	Zip	Phone	Sales (Mill) 98	Stores
81	E.C. Barton and Co.	2929 Browns Ln	Jonesboro	AR	72401	(870) 932-6673	300	39
67	Ridout Lumber Companies of AR & MO	125 Henry Farrar Dr	Searcy	AR	72143	(501) 268-0386	52	1
63	National Home Center	Hwy 265 N	Springdale	AR	72764	(501) 756-6145	1442.3	84
191	Westside Building Material Corp.	1111 E Howell Ave	Anaheim	CA	92805	(714) 385-1644	42	18
64	Ganahl Lumber	1220 E Ball Rd	Anaheim	CA	92805	(714) 722-5444	60	1
132	P.E. Dolan Lumber	2231 Monument Blvd	Concord	CA	94520	(925) 686-1734	105	4
24	White Cap Industries	3120 Airway Ave	Costa Mesa	CA	92626	(714) 850-0900	40	6
217	Big Creek Lumber	3564 Hwy 1	Davenport	CA	95017	(831) 423-4156	35.2	5
8	HomeBase	3345 Michelson Dr	Irvine	CA	92612	(949) 442-5000	60	9
196	Jones Lumber	10711 Alameda St	Lynwood	CA	90262	(310) 537-3862	42	3
100	Hayward Lumber	1900 Garden Rd #100	Monterey	CA	93940	(831) 643-1900	287	21
34	Thompson Building Materials	141 W Taft Ave	Orange	CA	92865	(714) 637-7373	45.6	2
61	Yardbirds Electric & Plumbing	1310 Clegg St	Petaluma	CA	94954	(707) 762-5600	100	3
111	Piedmont Lumber & Mill	395 Taylor Blvd #225	Pleasant Hill	CA	94523	(925) 674-8770	100	2
189	Champion Lumber	1600 Columbia Ave	Riverside	CA	92507	(909) 684-5670	46	4
197	Barr Lumber	8614 Valley Blvd	Rosemead	CA	91770	(626) 288-0860	243	24
214	Dolan Building Material	5150 Florin Perkins Rd	Sacramento	CA	95826	(916) 383-6501	36	1
148	Central Valley Builders Supply	1100 Vintage Ave	Saint Helena	CA	94574	(707) 963-3622	831.2	60
198	Home Lumber	595 Orange Show Rd	San Bernardino	CA	92408	(909) 381-1771	42.5	4
38	Dixieline Lumber	3250 Sports Arena Blvd	San Diego	CA	92110	(619) 224-4161	70	10
13	BMHC	1 Market Plaza #2650	San Francisco	CA	94105	(415) 227-1650	40	30
131	Goodman Lumber	445 Bay Shore Blvd	San Francisco	CA	94124	(415) 285-2800	96.5	12
9	Sears Hardware Stores	2180 Tully Rd	San Jose	CA	95122	(408) 239-1101	54.6	8
179	Hormuth Group		Santa Ana	CA			454	105
78	San Lorenzo Lumber	235 River St	Santa Cruz	CA	95060	(831) 426-1020	63	5

140	Mead Clark Lumber	2667 Dowd Dr	Santa Rosa	CA	95407	(707) 576-3333	42	1
119	Friedman Bros. Hardware	1360 Broadway	Sonoma	CA	95476	(707) 939-8811	90	6
29	Terry Companies	6056 Reseda Blvd	Tarzana	CA	91356	(818) 342-3188	88	6
51	Golden State Lumber	150 S Napa Junction Rd	Vallejo	CA	94589	(707) 648-0522	375	43
96	Lumber City Corp.	663 Odessa Ave	Van Nuys	CA	91406	(818) 902-0202	50	1
208	H & E Brothers	14021 Amargosa Rd	Victorville	CA	92392	(760) 241-7540	37	6
171	Lumber Investors	3401 Eddie Williams Ave	Alexandria	LA	71302	(318) 448-0590	101	7
156	Doug Ashy Building Materials	4950 Johnston St	Lafayette	LA	70503	(318) 984-2110	140	4
112	Stine Lumber	1907 Ruth St	Sulphur	LA	70663	(318) 527-6732	40	1
195	Hacienda Home Centers	2701 Arizona St NE	Albuquerque	NM	87110	(505) 884-8811	1373.1	265
25	Hope Lumber & Supply	12213 E 61st St	Broken Arrow	OK	74012	(918) 250-9766	66	9
190	T.H. Rogers Lumber	1717 S State St	Edmond	OK	73013	(405) 330-2181	39.6	1
69	Mill Creek Lumber & Supply	5210 E 15th St	Tulsa	OK	74112	(918) 747-2000	210	12
216	Hughes Lumber	9810 E 42nd St	Tulsa	OK	74146	(918) 622-8080	36	8
62	Mayfield Holdings	3403 E Abram St	Arlington	TX	76010	(817) 640-1234	60	6
65	Calcasieu Lumber	4501 Burleson Rd	Austin	TX	78744	(512) 444-3172	53	3
14	BSL Holdings		Dallas	TX			45.6	10
21	Foxworth-Galbraith Lumber	17111 Waterview Pkwy	Dallas	TX	75252	(972) 437-6100	56	3
66	Bison Building Materials	1445 W Sam Houston Pkwy N	Houston	TX	77043	(713) 467-6700	40	1
107	West End Lumber	9335 Hwy 6 N	Houston	TX	77095	(281) 463-7575	39	5
127	Cassity Jones Lumber & Hardware	306 Pine Tree Rd	Longview	TX	75604	(903) 759-3924	106	10
174	Home Lumber & Hardware	1621 Avenue G	Rosenberg	TX	77471	(281) 342-4282	48.3	3
75	M.G. Building Materials	227 New Laredo Hwy	San Antonio	TX	78211	(210) 924-5131	192	10
19	McCoy's Building Supply Centers	2200 Hwy 123	San Marcos	TX	78666	(512) 396-1755	877.3	58
158	Zarsky Lumber	604 E Rio Grande St	Victoria	TX	77901	(361) 573-2479	38	1

Mid West Region

Ranking	Company	Address	City	State	Zip	Phone	Sales (Mill) 98	Stores
157	Gilcrest-Jewett	617 SW 3rd St	Akeny	IA	50021	(515) 964-4211	46	3
103	Spahn & Rose Lumber	1101 E 11th St	Dubuque	IA	52001	(319) 583-6481	65	24
44	Alexander Lumber	515 Redwood Dr	Aurora	IL	60506	(630) 844-5123	159	48
162	Hundman Lumber Do-It Center	1707 E Hamilton Rd	Bloomington	IL	61704	(309) 662-0339	45	4
72	R.P. Lumber	514 E Vandalia St	Edwardsville	IL	62025	(618) 656-1514	92.5	22
50	Seigle's Home and Building Center	1331 Davis Rd	Elgin	IL	60123	(847) 742-2000	141.2	7
37	Edward Hines Lumber	550 E Devon Ave	Itasca	IL	60143	(630) 773-2470	200	15
12	Wickes Lumber	706 N Deerpath Dr	Vernon Hills	IL	60061	(847) 367-3761	910.3	100
180	Bender Lumber	611 W 11th St	Bloomington	IN	47404	(812) 339-9737	42	9
101	Davidson Industries	2801 N Morton St	Franklin	IN	43131	(317) 738-3211	65	2
143	Big C Lumber	50860 Princess Way	Granger	IN	46530	(219) 277-4550	50	11
165	Carter Lee Lumber	1717 W Washington St	Indianapolis	IN	46222	(317) 639-5431	44.3	1
178	Graber Post Buildings	County Rd 900 E	Montgomery	IN	47558	(812) 636-7355	42	1
43	Westlake Hardware	15225 W 87th St	Lenexa	KS	66219	(913) 894-4141	161	62
125	Daniels-McCray Lumber	10741 El Monte St	Overland Park	KS	66211	(913) 341-6900	55	7
82	Consolidate Lumber	9701 W 67th St	Shawnee Mission	KS	66203	(913) 362-9500	84	5
86	Star Lumber & Supply	325 S West St	Wichita	KS	67213	(316) 946-1630	82	5
84	Erlanger Lumber	1 Lumber Rd	Erlanger	KY	41018	(606) 341-7025	82	5
59	ACO Hardware	31580 Grand River Ave	Farmington	MI	48336	(248) 473-2900	115.6	63
76	Standard Companies	1534 Kalamazoo Ave SE	Grand Rapids	MI	49507	(616) 243-1358	88.9	13
117	N.A. Man & Sons	7750 M 36 Hwy	Hamburg	MI	48139	(810) 231-4000	57	9
83	Hamilton Farm Bureau Co-op	4670 Washington Ave	Hamilton	MI	49419	(616) 751-5171	83	3
88	Livonia Building Materials	12770 Farmington Rd	Livonia	MI	48150	(734) 421-1170	80	13
183	A.L. Damman	29235 Stephenson Hwy	Madison Heights	MI	48071	(248) 399-5080	41.5	17
18	Wolohan Lumber	1740 Midland Rd	Saginaw	MI	48603	(517) 793-4532	476.9	56
56	National Lumber	24595 Groesbeck Hwy	Warren	MI	48089	(810) 775-8200	125	1

49	Scherer Brothers Lumber	9110 83rd Ave N	Brooklyn Park	MN	55445	(612) 493-2711	144	4
40	Lyman Lumber	300 Morse Ave	Excelsior	MN	55331	(612) 470-3600	176.3	9
52	Lampert Yards	9220 Hudson Blvd N	Lake Elmo	MN	55042	(651) 739-5400	136	37
99	Home Valu	5401 E River Rd	Fridley	MN	55401	(612) 571-2636	68	9
182	Fullerton Lumber	911 Hwy 55 E	Buffalo	MN	55313	(612) 682-1541	41.6	16
113	Brock While LLC	2575 Kasota Ave	Saint Paul	MN	55108	(651) 647-0123	60	12
146	Consolidated Lumber	808 4th St N	Stillwater	MN	55082	(651) 439-3138	49	11
169	Great Central Lumber	1315 Fairgrounds Rd	Jefferson City	MO	65109	(573) 635-7161	43	4
5	Payless Cashways	11950 E State Rte 350	Kansas City	MO	64138	(816) 353-2945	1906.9	159
15	Sutherland Lumber	13500 Holmes Rd	Kansas City	MO	64145	(816) 941-8000	775	69
172	Riggs Supply	320 Cedar St	Kennett	MO	63857	(573) 888-4639	42.5	8
98	Buchheit	33 Perry Co Rd 540	Perryville	MO	63775	(573) 547-4569	68	4
109	Hill-Behan Lumber	5414 LeMay Ferry Rd	Saint Louis	MO	63129	(314) 487-3777	62	20
28	Meek's The Builders Choice	1551 W Mount Vernon St	Springfield	MO	65802	(417) 862-5595	264	38
163	Herrman Lumber	332 S Glenstone Ave	Springfield	MO	65802	(417) 862-3737	45	10
114	Builders Supply	5701 S 72nd St	Columbus	NE	68127	(402) 331-9282	85	44
177	Mead Lumber	1158 26th Ave	Columbus	NE	68601	(402) 564-9411	104.7	8
159	Millard Lumber	4970 S 135th St	Omaha	NE	68137	(402) 896-3473	100	15
135	Brown-Graves Company	191 E Miller Ave	Akron	OH	44301	(330) 434-7111	51	3
16	Carter-Jones Lumber	172 N Case Ave	Kent	OH	44305	(330) 784-5441	560	195
41	Andersons	480 W Dussel Dr	Maumee	OH	43537	(419) 893-5050	170.8	6
154	Holmes Lumber & Building Center	6139 State Rte 39	Millersburg	OH	44654	(330) 674-9060	47	3
33	DIY Home Warehouse	5811 Canal Rd #180	Cleveland	OH	44125	(216) 328-5100	211.2	14
3	Menard	4777 Menard Dr	Eau Claire	WI	54703	(715) 876-5911	4000	139

South East Region

Ranking	Company	Address	City	State	Zip	Phone	Sales (Mill) 98	Stores
268	Walker Brothers	11464 Al Hwy 69 N	Baileyton	AL	35019	(256) 796-2211	17.2	3
255	Cahaba Lumber & Millwork	5350 Hwy 280 S	Birmingham	AL	35242	(205) 991-9480	23	2
193	Wilson Lumber	4818 Meridian St N	Huntsville	AL	35811	(256) 852-7411	40	2
58	Marvin's	513 Parkway Dr SW	Leeds	AL	35094	(205) 702-4070	29	1
280	Cape Lumber	919 Country Club Blvd	Cape Coral	FL	33990	(941) 574-1667	28	3
105	Stuart Lumber	3300 N University Dr	Coral Springs	FL	33065	(954) 344-4700	64	2
267	Dunn Corporation	200 S Segrave St	Daytona Beach	FL	32114	(904) 226-3866	29	6
104	Causeway Lumber	2601 S Andrews Ave	Fort Lauderdale	FL	33316	(954) 763-1224	65	3
122	Raymond Building Supply Corp.	7751 Bayshore Rd	Fort Myers	FL	3917	(941) 731-8300	55	3
287	East Coast Lumber & Supply	5285 Saint Lucie Blvd	Fort Pierce	FL	34946	(561) 466-2480	28	5
93	Holmes Lumber	6550 Roosevelt Blvd	Jacksonville	FL	32244	(904) 772-6100	72	2
307	Lumber Unlimited	2167 W 18th St	Jacksonville	FL	32209	(904) 355-6611	26	3
277	White Aluminum Products	2101 E Main St	Leesburg	FL	34748	(352) 787-6783	28.5	8
121	Manning Building Supplies	530 NW 1st Ave	Ocala	FL	34475	(352) 622-8175	55	6
225	McGinnes Lumber	511 S Collins St	Plant City	FL	33566	(813) 752-3163	35	1
45	Cox Lumber	3300 Fairfield Ave S	Saint Petersburg	FL	33712	(727) 327-4503	153	28
17	Scotty's	1107 3rd St SW	Winter Haven	FL	33880	(941) 294-4286	525	149
271	Adams Building Material	1801 7th St SW	Winter Haven	FL	33880	(941) 294-0611	29	3
1	Home Depot	2455 Paces Ferry Rd SE	Atlanta	GA	30339	(770) 433-8211	30219	761
139	Lummus Supply	1554 Bolton Rd NW	Atlanta	GA	30331	(404) 794-1501	50	6
202	Maner Builders Supply	3717 Washington Rd	Augusta	GA	30307	(706) 863-6191	37.3	3
26	West Lumber	535 Willie West Rd	Canton	GA	30114	(770) 479-5066	275	31
57	Calhoun-Johnson		Duluth	GA			125	10
47	Leeds Building Products	4586 Canton Rd	Marietta	GA	30066	(770) 592-6982	147.5	14
46	Ply-Marts	4955 Buford Hwy	Norcross	GA	30071	(770) 447-8107	151.9	10

73	Wheeler's	100 Elizabeth St NW	Rome	GA	30165	(706) 291-2200	91	12
237	Cofer Brothers	2300 Main St	Tucker	GA	30084	(770) 938-3200	33.5	1
85	Choo Choo Build-It Mart	1600 McIntosh St	Vidalia	GA	30474	(912) 537-4108	82	9
241	Warner Robins Supply	2756 Watson Blvd	Warner Robins	GA	31093	(912) 953-4100	33	2
124	Bailey Lumber & Supply	813 E Pass Rd	Gulfport	MS	39507	(228) 896-6017	55	6
200	Frierson Building Supply	4525 Lynch St Ext	Jackson	MS	39209	(601) 922-1321	37.9	1
219	Building Center	8900 South Blvd	Charlotte	NC	28273	(704) 552-8182	35	3
170	Triangle Building Supply	1969 Skibo Rd	Fayetteville	NC	29314	(910) 867-9165	43	5
266	Pegram-West	405 E Meadowview Rd	Greensboro	NC	27406	(336) 273-6958	29	1
181	New Bern Building Supply	3321 Neuse Blvd	New Bern	NC	28560	(252) 638-5861	42	2
2	Lowe's Cos.	State Hwy 268 E	North Wilkesboro	NC	28659	(336) 658-4000	12244.9	484
7	Carolina Holdings	3227 Wellington Ct	Raleigh	NC	27615	(919) 850-8270	1448.5	115
300	Builder's Discount Centers	1261 S Wesleyan Blvd	Rocky Mount	NC	27803	(252) 442-5197	26.7	7
168	Guy C. Lee Building Material	235 E Market St	Smithfield	NC	27577	(919) 934-6195	43.1	7
308	McDonald Brothers	2401 US Hwy 1 N	Southern Pines	NC	28387	(910) 692-2715	26	3
80	Goldston's Building Supply	4900 NC Hwy 98 W	Wake Forest	NC	27587	(919) 847-4955	85	3
288	Columbia Lumber & Manufacturing	200 Flintlake Rd	Columbia	SC	29223	(803) 788-8950	27.8	4
312	Boozer Lumber	1400 Atlas Rd	Columbia	SC	29209	(803) 776-1326	26	2
291	GBS Lumber	103 Old Mill Rd	Mauldin	SC	29662	(864) 288-6754	27	3
137	Crosslin Supply	140 N Main St	Eagleville	TN	37060	(615) 274-6237	50	6
246	Potter's Shopping Center	205 Livingston Ave	Jamestown	TN	38556	(931) 879-8161	32	12
301	Tindell's	2612 Byington Solway Rd	Knoxville	TN	37931	(423) 691-6505	26.6	4
273	Haynes Brothers Lumber	739 NW Broad St	Murfreesboro	TN	37129	(615) 893-1515	28.9	1
284	A.J. Smith	3001 Charlotte Ave	Nashville	TN	37209	(615) 383-8383	28	7
90	Paty Lumber	220 Piney Flats Rd	Piney Flats	TN	37686	(423) 928-7296	78	9

Mid Atlantic Region

Ranking	Company	Address	City	State	Zip	Phone	Sales (Mill) 98	Stores
147	Masten Lumber & Building Supplies	Maple Ave	Milford	DE	19963	(302) 422-4547	48.5	7
133	William M. Young	19 Davidson Ln	New Castle	DE	19720	(302) 654-4448	52	4
415	W.E. Shone	Route 7	Stanton	DE	19804	(302) 998-3357	20.8	2
235	Louis J. Grasmick Lumber	6715 Quad Ave	Baltimore	MD	21237	(410) 325-9663	34	1
407	Sinclair Supply	1799 N Ellwood Ave	Baltimore	MD	21213	(410) 732-1980	21	2
422	Belair Road Supply	7750 Pulaski Hwy	Baltimore	MD	21237	(410) 687-4200	20	3
375	T.W. Perry	8513 Connecticut Ave	Chevy Chase	MD	20815	(301) 652-2600	23	2
161	East Coast Building Supply Corp.	7902 Fernham Ln	District Heights	MD	20747	(301) 588-2266	45	3
447	J.F.Johnson Lumber	8200 Veterans Hwy	Millersville	MD	21108	(410) 987-5200	19	3
457	Reisterstown Lumber	13040 Old Hanover Road	Reisterstown	MD	21136	(410) 833-1300	18.6	1
4	Hechinger Company	1801 McCormick Dr, #1	Upper Marlboro	MD	20774	(301) 341-1000	3444.4	244
416	Allensville Planing Mill	108 E Main St	Allensville	PA	17002	(717) 483-6386	20.5	4
126	Your Building Centers	2607 Beale Ave	Altoona	PA	16601	(814) 944-9436	54.6	14
459	Brookside Lumber & Supply	500 Logan Rd	Bethel Park	PA	15102	(412) 835-7610	18.5	1
294	Walter & Jackson	44 Gay St	Christiana	PA	17509	(610) 593-5195	27	7
79	Lezzer Cash & Carry	Schofield St	Curwensville	PA	16833	(814) 236-0220	86	8
344	Cramer's Home Centers	320 N Courtland St	East Stroudsburg	PA	18301	(570) 421-6121	25	6
468	General Supply	620 Lehigh Dr	Easton	PA	18042	(610) 258-7261	18	6
6	84 Lumber	Route 519 Bldg 4	Eighty Four	PA	15330	(724) 228-8820	1650	388
223	West Elizabeth Lumber	1 Chicago Ave	Elizabeth	PA	15037	(412) 384-3900	35	6
362	DeGol Brothers Lumber	1027 Quarry St	Gallitzin	PA	16641	(814) 886-8352	24	6
386	A.D. Moyer Lumber & Hardware	1200 E Philadelphia Ave	Gilbertsville	PA	19525	(610) 367-2036	23	3
431	Vartan Supply	2300 Linglestown Rd	Harrisburg	PA	17110	(717) 652-2200	20	1
348	Estate of George S. Snyder	1700 Cowpath Rd	Hatfield	PA	19440	(215) 855-2131	25	1

221	J.C. Snavely & Sons	3149 Hempland Rd	Lancaster	PA	17601	(717) 291-9669	35	3
476	J.H. Brubaker	2008 Marietta Ave	Lancaster	PA	17603	(217) 393-3605	18	3
160	A.G. Mauro	310 Alpha Dr	Pittsburgh	PA	15238	(412) 782-6600	45	4
167	Busy Beaver Building Centers	1059 Freeport Rd	Pittsburgh	PA	15238	(412) 781-4090	43.5	12
142	Berks Products	726 Spring St	Reading	PA	19604	(610) 374-5131	50	2
464	C & C Lumber	Route 31	Tarrs	PA	15688	(724) 696-5757	18.1	1
136	Shelley Enterprises	3110 Old State Rd	Telford	PA	18969	(215) 723-5108	50.1	3
95	O.C. Cluss Lumber	5 Pennsylvania Ave	Uniontown	PA	15401	(724) 438-5501	70	6
128	Fagen's Building Centers	9000 Brooktree Rd, #101	Wexford	PA	15090	(724) 935-3700	54	5
404	Eastern Pennsylvania Supply	700 Scott St	Wilkes Barre	PA	18705	(570) 823-1181	21.5	6
42	Wolf Organization	20 West Market St	York	PA	17401	(717) 852-4800	164	41
289	John H. Myers & Son	2200 Monroe St	York	PA	17404	(717) 792-2500	27.6	3
363	H.P. Starr Lumber LLC	2134 Evans City Rd	Zelienople	PA	16063	(724) 538-3500	24	3
357	Smitty's Lumberteria	8457 Richmond Hwy	Alexandria	VA	22309	(703) 780-7800	24	1
106	Wilson Brothers	311 Central Rd	Fredericksburg	VA	22401	(540) 373-7181	63	5
471	Taylor Brothers	905 Graves Mill Rd	Lynchburg	VA	24502	(804) 237-8100	18	1
347	Lester Group	14 Liberty St Ext	Martinsville	VA	24112	(540) 632-2195	25	3
194	Roper Bros. Lumber	130 Pocahontas St	Petersburg	VA	23803	(804) 353-6311	40	3
429	Ruffin & Payne	4200 Vawter Ave	Richmond	VA	23222	(804) 329-2691	20	1
302	Pleasants Hardware	2024 W Broad St	Richmond	VA	23220	(804) 359-9381	26.5	3
32	Moore's Lumber and Building Supplies	2823 Franklin Rd SW	Roanoke	VA	24014	(540) 982-5803	234	32
166	Fairfax Lumber & Millwork	7622 Backlick Rd	Springfield	VA	22150	(703) 644-4045	44	2
469	W.T. Galliher & Brother	7740 Southern Dr	Springfield	VA	22150	(703) 451-6500	18	1
102	Capitol Building Supply	431 Mill St NE	Vienna	VA	22180	(703) 281-5151	65	4
185	Kempsville Building Materials	104 N Witchduck Rd	Virginia Beach	VA	23462	(757) 497-9392	41	2
129	Woodcraft Supply Corp.	210 Airport Industrial Pk	Parkersburg	WV	26101	(304) 464-5243	53	35

North East Region

Ranking	Company	Address	City	State	Zip	Phone	Sales (Mill) 98	Stores
134	Ring's End	181 West Ave	Darien	CT	06820	(203) 655-2525	52	5
74	Stevenson Group	1585 Monroe Tpke	Stevenson	CT	06491	(203) 261-2555	92	3
164	Cape Cod Lumber	403 Bedford St	Abington	MA	02351	(781) 878-0715	44.7	1
211	Arlington Coal & Lumber	41 Park Ave	Arlington	MA	02476	(781) 643-8100	36.5	3
203	G.V. Moore Lumber	22 W Main St	Ayer	MA	01432	(978) 772-0900	37.2	4
234	Concord Lumber Corp.	126 Lowell Rd	Concord	MA	01742	(978) 369-3640	34	4
251	Jackson Lumber & Millwork	215 Market St	Lawrence	MA	01843	(978) 686-4141	31.7	1
70	National Lumber	71 Maple St	Mansfield	MA	02048	(508) 339-8020	95	3
118	Moynihan North Reading Lumber	164 Chestnut St	North Reading	MA	01864	(978) 664-3310	56	3
236	General Builders Supply LLC	1200 Providence Hwy	Norwood	MA	02062	(781) 762-8080	33.5	1
123	Nickerson Lumber	15 Main St	Orleans	MA	02653	(508) 255-0200	55	6
39	Trend-Lines	135 American Legion Hwy 1	Revere	MA	02151	(781) 853-0900	178	149
31	Grossman's	90 Hawes Way	Stoughton	MA	02072	(781) 297-3300	241.3	44
60	W.E. Aubuchon	95 Aubuchon Dr	Westminster	MA	01473	(978) 874-0521	110	147
155	Hammond Lumber Company	Depot Rd	Belgrade	ME	04917	(207) 495-3303	46.5	6
130	Hancock Lumber	Route 121	Casco	ME	04015	(207) 627-4400	53	9
254	Albert R. Lavelley	New Dam Rd	Sanford	ME	04073	(207) 324-3350	31.2	3
176	Ellsworth Builders Supply	1023 Eastern Rd	Warren	ME	04864	(207) 273-2589	42	11
250	Steenbeke & Sons	109 High St	Boscawen	NH	03303	(603) 796-2131	31.9	6
232	Belletete's	51 Peterborough St	Jaffrey	NH	08452	(603) 532-7716	34.5	5
231	LaValley Building Supply	351 Sunapee St	Newport	NH	03773	(603) 863-1050	34.6	4
150	Riverside Millwork	77 Merrimack St	Penacook	NH	03303	(603) 753-6318	48	8
48	Blackstone Company	27 Cotters Ln	East Brunswick	NJ	08816	(732) 390-8877	146	5
186	Kuiken Brothers	6 - 02 Fair Lawn Ave	Fair Lawn	NJ	07410	(201) 796-2082	40	5
108	Builders General Supply	15 Sycamore Ave	Little Silver	NJ	07739	(732) 747-0808	62.4	5

227	Peter Lumber	E Washington Ave & Lyons Ct	Pleasantville	NJ	08232	(609) 641-9000	35	10
97	Woodhaven Lumber & Millwork	1303 Richmond Ave	Pt Pleasant Bch	NJ	08742	(732) 295-8800	69.4	3
230	Jaeger Lumber	2322 Morris Ave	Union	NJ	07083	(908) 686-0070	34.7	4
120	Warren Lumber & Millwork	256 Belvedere Ave	Washington	NJ	07882	(908) 689-3400	55.9	4
187	Dykes Lumber	1899 Park Ave	Weehawken	NJ	07087	(201) 867-0391	40	7
91	Curtis Lumber	885 State Park Rte 67	Ballston Spa	NY	12020	(518) 885-5311	77	11
256	Tulnoy Lumber	1620 Webster Ave	Bronx	NY	10457	(718) 583-3434	31	2
22	Strober Organization	Pier 3 Furman St	Brooklyn	NY	11201	(718) 832-1212	340	29
149	Samuel Feldman Lumber	300 N Henry St	Brooklyn	NY	11222	(718) 786-7777	48	2
55	Valu Home Centers	1841 Elmwood Ave	Buffalo	NY	14207	(716) 873-2397	126	34
141	Florence Corporation	1647 E Jericho Tpke	Huntington	NY	11743	(516) 499-6200	50	3
218	Kleet Lumber	777 Park Ave	Huntington	NY	11743	(516) 427-7060	35	1
54	Miron Building Products	Route 9W N & Catrine Ln	Kingston	NY	12401	(914) 336-6000	126	8
20	Pergament Home Centers	101 Marcus Dr	Melville	NY	11747	(516) 694-9300	380	35
145	Rowley Building Products Corp.	40 Golf Links Rd	Middletown	NY	10940	(914) 343-6515	49	8
206	Metropolitan Lumber	175 Spring St	New York	NY	10012	(212) 966-3466	37	5
213	Gracious Home	1220 3rd Ave	New York	NY	10021	(212) 517-6300	36	3
238	Williams Lumber	77 Route 9 S	Rhinebeck	NY	12572	(914) 876-7011	33.5	5
68	Riverhead Building Supply Corp.	1093 Pulaski St	Riverhead	NY	11901	(516) 727-3650	97.5	5
36	Chase-Pitkin Home & Garden	2111 Hudson Ave	Rochester	NY	14617	(716) 467-1110	200	15
138	Nassau Suffolk Lumber	2000 Ocean Ave	Ronkonkoma	NY	11779	(516) 467-2020	50	6
87	Bellevue Builders Supply	500 Duanesburg Rd	Schenectady	NY	12306	(518) 355-7190	81	7
204	JT's Lumber Company	1400 W Main Rd	Middletown	RI	02842	(401) 846-2000	37	3
210	Arnold Lumber	251 Fairgrounds Rd	West Kingston	RI	02892	(401) 783-2266	36.5	2
222	United Builders Supply	2 Oak St	Westerly	RI	02891	(401) 596-2831	35	5

17.0 COORDONNÉES DES COOPÉRATIVES D'ACHAT PAR RÉGION

Sources : www.nbmda.org, www.homecenternews.com/research_desk/whos_web, www.homeimp.com/whlse/main, www.yahoo.com/yellowpages, www.metacrawler.com, www.salesleadsusa.com.

Nom de l'organisation	Adresse	Ville	État	Zip	Région	Nº de téléphone	Site Web	Produits
Al Lorenzi Building Products Centers	1600 Jefferson Ave	Washington	PA	15301	MA	7242226100	www.lorenzilumber.com	Bois d'oeuvre et matériaux de construction
C.L. Watt	947 North Plum Grove Rd	Schaumburg	IL	60173	MW	8472401990	www.clwatt.com	Plomberie, chauffage, climatisation, tuyauterie
Contractor Plus	9713 Willow Ln	Mokena	IL	60448	MW	8004642668	www.crawfordsupply.com	Plomberie et chauffage
WIT & Co.	410 N Water St	Decatur	IL	62523	MW	2174230399	www.wit-co.com	Plomberie et chauffage
Ace Hardware Corporation	2200 Kensington Court	Oak Brook	IL	60523	MW	6304724060	www.AceHardware.com	Quincaillerie
TruServ Corporation	8600 W Bryn Mawr Ave	Chicago	IL	60631	MW	7736955000	www.truserv.com	Bois d'oeuvre et matériaux de construction, quincaillerie, peinture, maison et jardin
StarNet	3392 West Lakeshore Dr	Crown Point	IN	46307	MW	8007876381	www.starnetflooring.com	Revêtements de sol
Do it Best Corp.	PO Box 868	Fort Wayne	IN	46801	MW	2197485300	www.doitbestcorp.com	Quincaillerie
Builder's Buying Group LC	6299 Scotthille Dr SW	Grand Rapids	MI	49546	MW	6166820782	www.buildersbg.com	Matériaux de construction
Progressive Affiliated Lumbermen	2480 44th St SE, Box 823	Grand Rapids	MI	49518	MW	6162812826	www.pal-coop-com	Bois d'oeuvre
Noble Sales	10 N Main St	Chagrin Falls	OH	44022	MW	8779991911	www.noblesales.com	Quincaillerie
Omni Corporate Services Ltd	8972 Darrow Rd, Suite A-301	Twinsburg	OH	44087	MW	3304056580	www.thinkomni.com	Plomberie et chauffage
ENAP Inc.	121 Executive Dr	New Windsor	NY	12553	NE	9145644900	www.enap.com	Bois d'oeuvre et matériaux de construction
Builder Marts of America/Ace LBM	3110 Gold Canal Dr	Rancho Cordova	CA	95607	SW	9168528500	www.buildermarts.com	Bois d'oeuvre et matériaux de construction
Quality Contractors	2-1245 East Cliff Drive	Santa Cruz	CA	95062	SW	8004506669	www.qualitycontractors.com	Association d'entrepreneurs
IMARK Group	5000 Plaza On The Lake #350	Austin	TX	78746	SW	8009393261	www.imarkgroup.com	Électricité

18.0 COORDONNÉES DES DISTRIBUTEURS PAR RÉGION

Source : www.nbmda.org/directory

Région du Nord-Ouest

Société	Adresse	Ville	État	Zip	Téléphone	Type de membre	Segment
Reid & Wright Inc.	11331 Dillon Rd	Broomfield	CO	80020	(303) 460-9663	Dist.	RIDA
NxTrend Technology Inc.	5555 Tech Center Dr	Colorado Springs	CO	80919	(719) 590-8940	Connexe	
Johns Manville Corp.	717 17th St	Denver	CO	80202	(303) 978-2000	Associé	DSDA RIDA
Builders Service Bureau Inc.	Box 40038, 1221 Bannock	Denver	CO	80204	(303) 825-5244	Dist.	CIDA
American Building Specialties Inc.	6405 E 48th Ave	Denver	CO	80216	(303) 289-1880	Dist.	RIDA
Darant Distributing Corp.	1832 E. 68th Ave	Denver	CO	80229	(303) 289-2220	Dist.	CIDA RIDA
Distribution Resources Co.	5340 S. Quebec St #300	Englewood	CO	80111	(303) 889-4500	Connexe	
RSI Roofing & Building Supply	1081 Makepono St	Honolulu	HI	96816	(808) 487-2077	Dist.	DSDA
Honolulu Wood Treating Co. Ltd.	91 - 291 Hanua St	Kapolei	HI	96707	(808) 682-5704	Dist.	RIDA
Boise Cascade Corporation	1111 W. Jefferson, Box 50	Boise	ID	83728	(208) 384-6414	Dist.	RIDA
States Industries Inc.	Box 7037	Eugene	OR	97401	(541) 688-7871	Associé	CIDA RIDA
Weatherly's Inc.	Box 2452, 3553 West First	Eugene	OR	97402	(541) 484-1230	Dist.	RIDA
Columbia Forest Products Inc.	222 SW Columbia St #1575	Portland	OR	97201	(503) 224-5300	Associé	CIDA DSDA RIDA
Roseburg Forest Products Company	Box 1088	Roseburg	OR	97470	(541) 679-3311	Associé	CIDA
Orepac Building Products	30170 SW OrePac Ave	Wilsonville	OR	97070	(503) 685-5499	Dist.	RIDA
Roo Products Inc.	Box 299	Woodburn	OR	97071	(503) 981-5640	Associé	CIDA DSDA
Woodtape	2300 Merrill Creek Pkwy	Everett	WA	98203	(800) 426-6362	Associé	CIDA RIDA
Weyerhaeuser Company	WWC 2R6, 33405 8th Ave S	Federal Way	WA	98003	(253) 924-3793	Dist.	CIDA RIDA
Stoneway Roofing Supply Inc.	3636 Stone Way N	Seattle	WA	98103	(206) 632-7820	Dist.	DSDA

Région du Sud-Ouest

Société	Adresse	Ville	État	Zip	Téléphone	Type de membre	Segment
Lomanco Inc.	Box 519, 2101 W Main	Jacksonville	AR	72078	(800) 643-5596	Associé	DSDA RIDA
McEwen Lumber Company	2113 E. Jackson St	Phoenix	AZ	85034	(602) 244-0301	Dist.	CIDA
Associated Building Material Dist. Of America Inc.	7501 E. McCormick Pkwy #206N	Scottsdale	AZ	85258	(602) 998-0696	Connexe	
Stewart Building & Roofing Supply	Box 27083, 2110 E. 19th St	Tucson	AZ	85726	(520) 622-6775	Dist.	DSDA RIDA
Louis and Company	Box 2253, 895 Columbia	Brea	CA	92622	(714) 529-1771	Dist.	CIDA
Sufatsune America Inc.	221 E Selandia Ln	Carson	CA	90746	(310) 329-6373	Associé	CIDA DSDA
Jamerco Inc.	18088 Cortney Cr	City of Industry	CA	91748	(626) 810-3798	Associé	CIDA
Charles McMurray Co.	Box 569, 2520 N. Argyle	Fresno	CA	93709	(209) 292-5751	Dist.	CIDA
Building Material Distributors Inc.	Box 606, 255 Elm St	Galt	CA	95632	(209) 745-3001	Dist.	RIDA
Sani-Top Inc.	Box 130, 16634 S. Figueroa	Gardena	CA	90247	(310) 321-5531	Associé	DSDA RIDA
Somerville Plywood Corp.	14701 Inglewood Ave	Hawthorne	CA	90250	(310) 675-1200	Dist.	CIDA
Triad Systems	3055 Triad Dr	Livermore	CA	94550	(888) 463-4700	Connexe	
E.B. Bradley Co.	Box 58548, 5080 S. Alameda St	Los Angeles	CA	90058	(213) 585-9201	Dist.	CIDA
Harter's Distributing Co.	Box 7000, 11211 Vanowen St	North Hollywood	CA	91605	(213) 877-0267	Dist.	CIDA
Kemp Hardware	7305 Madison St	Paramount	CA	90723	(562) 634-2553	Associé	
Simpson Strong-Tie Co. Inc.	Box 10789, 4637 Chabot Dr #200	Pleasanton	CA	94588	(800) 925-5099	Associé	RIDA
Mac Murray Pacific	568 7th St	San Francisco	CA	94103	(415) 552-5500	Dist.	CIDA
U.S. Futuba Inc.	2926 W. Pendleton Ave	Santa Ana	CA	92704	(800) 821-4007	Associé	
Cabinet Hardware Mfg. Co.	Box 4188, 14560 S. Marquardt Ave	Sante Fe Springs	CA	90670	(562) 802-0833	Dist.	CIDA
Accuride International	12311 Shoemaker Ave	Sante Fe Springs	CA	92679	(562) 903-0200	Associé	CIDA
UNI	2882 Walnut Ave, #B2	Tustin	CA	92780	(714) 730-8965	Associé	CIDA
S & G Specialty Fasteners	33372 Croatian Way	Union City	CA	94587	(510) 441-0720	Associé	CIDA
Phillips Plywood Co. Inc.	Box 10256, 13599 Desmond St Pacoima	Van Nuys	CA	91410	(818) 897-7736	Dist.	CIDA
Buffington Corporation	PO Drawer 7420	Monroe	LA	71211	(318) 387-0671	Dist.	RIDA
Roofing Supply Inc.	6504 Union Ave	Shreveport	LA	71106	(318) 861-7091	Dist.	DSDA
Cedar Creek Wholesale	Box 1900, 1680 N. Aspen	Broken Arrow	OK	74013	(918) 258-9688	Dist.	CIDA RIDA
Primesource Building Products Inc.	1800 John Connally Dr	Carrollton	TX	75006	(972) 417-3748	Dist.	CIDA RIDA
Air Vent Inc.	3000 W Commerce	Dallas	TX	75212	(800) 373-0089	Associé	DSDA RIDA
Dallas Wholesale Builders Supply	8330 Lovett Ave	Dallas	TX	75227	(214) 381-2200	Dist.	DSDA RIDA
Cameron Ashley Building Products	11651 Plano Rd, Ste 170	Dallas	TX	75243	(214) 860-5100	Dist.	DSDA RIDA
Texas Wholesale Building Mat. Inc.	Box 814690, 1515 Monetary Dr	Dallas	TX	75381	(972) 245-2907	Dist.	DSDA RIDA
Walden's Distributing Inc.	5704 Airport Freeway	Fort Worth	TX	76117	(817) 831-6241	Dist.	CIDA
Plywood Company of Fort Worth Inc.	4301 N Sylvania	Fort Worth	TX	76137	(817) 831-4206	Dist.	CIDA
Wilsonart International	Box 6110, 2400 Wilson Pl	Temple	TX	76503	(254) 207-7000	Associé	CIDA RIDA

Région du Midwest

Société	Adresse	Ville	État	Zip	Téléphone	Type de membre	Segment
Ruan Transportation Management Systems	666 Grand Ave 3200 Ruan Cen.	Des Moines	IA	50309	(515) 245-2683	Connexe	
Gannon Wholesale Inc.	4825 NW 6th Dr	Des Moines	IA	50313	(515) 282-4415	Dist.	DSDA
Klauer Manufacturing Co.	Box 59, 1185 Roosevelt Ext.	Dubuque	IA	52004	(319) 582-7201	Associé	DSDA RIDA
Mid-Continent Lumber Dealers Supply	Box 1154, 701 S. 22ns St	Fort Dodge	IA	50501	(515) 573-2151	Dist.	RIDA
VT Industries Inc.	Box 490, 1000 Industrial Pk	Holstein	IA	51025	(712) 368-4381	Associé	CIDA
Key Wholesale Building Products Inc.	Box 1256, 1136 South Carolina Ave	Mason City	IA	50401	(515) 423-0544	Dist.	RIDA
Hawkeye Building Supply Co.	Box 1343, 620 Floyd Blvd	Sioux City	IA	51102	(712) 277-4001	Dist.	RIDA
Wheeler Lumber L.L.C.	1100 Hoak Dr	West Des Moines	IA	50265	(515) 224-1900	Dist.	RIDA
Kitchen Distributors of America	133 S. Rt. 53	Addison	IL	60101	(630) 629-8100	Dist.	DSDA
Edward George Co.	12650 S. Springfield Ave	Alsip	IL	60658	(708) 371-0696	Dist.	DSDA RIDA
U.S.G.	125 S. Franklin St	Chicago	IL	60606	(312) 606-3815	Associé	RIDA
Masonite Corporation	1 South Wacker Dr	Chicago	IL	60606	(312) 750-0900	Associé	RIDA
Aetna Plywood	1731 N Elston Ave	Chicago	IL	60622	(773) 276-7100	Dist.	CIDA
IKO	5555 W. 65th St	Chicago	IL	60638	(708) 496-2800	Associé	
Richards Building Supply Company	7030 W 63rd St 2nd Floor	Chicago	IL	60638	(773) 586-7777	Dist.	DSDA
Woolf Distributing	Box 517, 8550 Ridgefield Rd	Crystal Lake	IL	60039	(815) 477-9680	Dist.	RIDA
John Boos & Company	Box 609, 315 South First St	Effingham	IL	62401	(217) 347-7701	Associé	CIDA RIDA
Rollex Corporation	2001 Lunt Ave	Elk Grove Village	IL	60007	(847) 437-3000	Associé	DSDA RIDA
Laminart	1330 Mark St.	Elk Grove Village	IL	60194	(847) 860-4300	Associé	CIDA
Industrial Cork Co. inc.	848 Larch Ave	Elmhurst	IL	60126	(630) 832-2803	Dist.	DSDA
Southern Wholesale Lumber Co	Box 389, 600 S First St	Fairfield	IL	62837	(618) 842-2132	Dist.	RIDA
E. Kinast Distributors Inc.	9362 W. Grand Ave	Franklin Park	IL	60131	(847) 451-9300	Dist.	CIDA
East Side Lumberyard Supply Co. Inc.	Box 1190, 721 E. Herrin	Herrin	IL	62948	(618) 942-3281	Dist.	RIDA
Insulation Dealers & Supply Co.	Box 1288, 521 N. Constitution Ave	Pecria	IL	61654	(309) 674-8118	Dist.	DSDA RIDA
Maze Nails Div. Of W.H. Maze Co.	Box 449, 100 Church St	Peru	IL	61354	(815) 223-8290	Associé	RIDA
Rockford Process Control Inc.	2020 Seventh St	Rockford	IL	61104	(815) 966-2000	Associé	CIDA
Amerock Corporation	Bpx 7018, 4000 Auburn St	Rockford	IL	61125	(815) 969-7018	Associé	CIDA RIDA
Walmark Corporation	Box R, 101 W Belvidere Rd	Round Lake Park	IL	60073	(847) 546-0400	Dist.	CIDA
Prairie Wholesale Supply Co. Inc.	Box 3585, 2605 S Grand Ave E	Springfield	IL	62705	(217) 528-9673	Dist.	DSDA
Baer Supply Co.	909 Forest Edge Dr.	Vernon Hills	IL	60061	(847) 913-2237	Dist.	CIDA
Parkwood Chicago Inc.	2100 S Foster Ave	Wheeling	IL	60090	(847) 577-8001	Dist.	CIDA
Firestone Building Products Co.	525 Congressional Blvd	Carmel	IN	46032	(800) 428-4442	Associé	RIDA
Geocel Corporation	Box 398, 53280 Marina Dr	Elkhart	IN	46515	(219) 264-0645	Associé	DSDA RIDA
Lensing Wholesale Inc.	Box 965, 600 N 6th Ave	Evansville	IN	47706	(812) 423-6891	Dist.	CIDA DSDA RIDA
Indiana Wholesalers Inc.	Box 5245, 1000 N. Congress	Evansville	IN	47716	(812) 476-1373	Dist.	CIDA DSDA RIDA
Homecrest Corporation	Box 595, 1002 Eisenhower Dr. N	Goshen	IN	46526	(219) 533-9571	Associé	DSDA RIDA
Superior Distributing Co. Inc.	918 Ft. Wayne Ave	Indianapolis	IN	46202	(317) 633-0555	Dist.	CIDA

Howard SW. Sams Catalogs/Bell Atlantic	2647 Waterfront Pkwy #100	Indianapolis	IN	46214	(800) 255-6989	Connexe	CIDA		
Reese Kitchen Distributing Inc.	1057 E 54	Indianapolis	IN	46220	(317) 253-1569	Dist.	DSDA	RIDA	
West Roofing & Supply Co. Inc.	602 W. McCarty St	Indianapolis	IN	46225	(317) 264-1070	Dist.	DSDA		
Courterco Inc.	5373 W. 79th	Indianapolis	IN	46268	(317) 875-7550	Dist.	CIDA		
Formwood Industries	1601 Production Rd	Jeffersonville	IN	47130	(812) 284-3676	Associé	CIDA		
Kitchen Kompact Inc.	Box 868, 911 E 11th St	Jeffersonville	IN	47131	(812) 282-6681	Associé	DSDA	RIDA	
Feeny Manufacturing Company	Box 191	Muncie	IN	47308	(765) 288-8730	Associé	CIDA		
Globe Building Products Inc.	2230 Indianapolis Blvd	Whiting	IN	46394	(219) 473-4500	Associé	DSDA	RIDA	
Woodwork Manufacturing & Supply Inc.	Box 1158, 320 S. Washington	Hutchinson	KS	67504	(316) 663-3393	Dist.	DSDA	RIDA	
Rev-A-Shelf Inc.	2409 Plantside Dr	Jeffersontown	KY	40299	(502) 499-5835	Associé	CIDA	RIDA	
National Products Inc.	900 Baxter Ave	Louisville	KY	40204	(502) 583-3038	Associé	CIDA		
Kruse Plastic & Plywood Inc.	Box 3623, 1443 S 15th St	Louisville	KY	40210	(502) 634-8387	Dist.	CIDA		
Wimsatt Brothers Inc.	Box 32488, 4400 Poplar Level Rd	Louisville	KY	40232	(502) 458-3221	Dist.	DSDA	RIDA	
Flexible Materials	11209 Electron Dr	Louisville	KY	40299	(502) 267-7717	Associé	CIDA		
Merillat Industries Inc.	Box 1946, 5353 West US 223	Adrian	MI	49221	(517) 263-0771	Associé	DSDA	RIDA	
Kitchen Suppliers Inc.	9325 Maltby Rd	Brighton	MI	48116	(810) 229-9554	Dist.	RIDA		
Acme Building Materials Inc.	Box 858, G3141 Arlene Dr	Flint	MI	48501	(810) 235-6654	Dist.	DSDA		
Plastics Research Corp.	3200 Longway Blvd	Flint	MI	48506	(810) 235-0400	Associé	RIDA		
Chemcraft International Inc.	2570 Walker Ave NW	Grand Rapids	MI	49504	(616) 453-0020	Associé	CIDA		
Williams Distributing Co.	658 Richmond NW	Grand Rapids	MI	49504	(616) 456-1613	Dist.	DSDA	RIDA	
Knape & Vogt Manufacturing Company	2700 Oak Industrial Dr NE	Grand Rapids	MI	49505	(616) 459-3311	Associé	CIDA	RIDA	
Monsma Marketing Corporation Wholesale Building Materials	Box 238, 1409 Buchanan SW	Grand Rapids	MI	49507	(616) 245-8714	Dist.	RIDA		
National Nail Corp.	2964 Clydon SW	Grand Rapids	MI	49509	(616) 538-8000	Dist.	RIDA		
Lumbermen's of Grand Rapids Inc.	4433 Stafford SW	Grand Rapids	MI	49548	(616) 538-5180	Dist.	CIDA	RIDA	
Belwith-Keeler	Box 127	Grandville	MI	49468	(800) 453-3537	Associé	CIDA		
Century America L.L.C.	Box 254, 7034 12th Ave	Hudsonville	MI	49426	(616) 457-4787	Associé			
Michigan Wholesalers Inc.	Box 530, 1020 Hurst Rd	Jackson	MI	49204	(517) 750-4600	Dist.	RIDA		
Schultx Snyder & Steele Lumber Co.	Box 24128, 2419 Science Pkwy Okemos	Lansing	MI	48909	(517) 349-8220	Dist.	RIDA		
Dow Chemical Company	200 Larkin Cen 1605 Joseph	Midland	MI	48674	(517) 636-0163	Associé	RIDA		
Outdoor Technologies Inc.	1153 Walloohn Way	Orion Twp	MI	#####	(248) 841-7119	Associé	RIDA		
Michigan Maple Block Co.	Box 245, 1420 Standish Ave	Petoskey	MI	49770	(616) 347-4170	Associé	CIDA	RIDA	
Tapco International	45657 Port St	Plymouth	MI	48170	(734) 451-8272	Associé	RIDA		
Search Group Inc.	26555 Evergreen Suite 1310	Southfield	MI	48075	(248) 352-5430	Connexe			
Schultz Roofing Supply Co.	100 Anchors Way	St. Joseph	MI	49085	(616) 983-2613	Dist.	DSDA		
Kellogg Wholesale Building Supply	Box 674, 2662 Cass Rd	Traverse City	MI	49684	(616) 946-4980	Dist.	RIDA		
Stanley Door Systems Div. Of The Stanley Works	1225 E. Maple Rd	Troy	MI	48083	(248) 528-1400	Associé	DSDA	RIDA	
Hansen Marketing Services Inc.	Box 638, 1000 Decker Rd	Walled Lake	MI	48390	(248) 669-2323	Dist.	RIDA		
H. J. Okdenkamp Company	4669 East Eight Mile Rd	Warren	MI	48091	(810) 756-0600	Dist.	CIDA	DSDA	RIDA
EW Kitchen Distributors	29750 Anthony Dr	Wixom	MI	48393	(248) 669-1300	Dist.	DSDA		
Empire Company Inc., The	8181 Logistic Dr	Zeeland	MI	49464	(616) 772-7272	Dist.	RIDA		
Master Mark Plastics	Box 662, 30 E Railroad Ave	Albany	MN	56307	(320) 845-2111	Associé	CIDA	RIDA	
Homevalu Interiors/Drexel	5401 E. River Rd	Fridley	MN	55401	(612) 571-2636	Dist.	DSDA	RIDA	

Material Distributors Inc.	Box 550, 211 North 11th St	Marshall	MN	56258	(507) 532-4463	Dist.	RIDA	
Plywood Industries Inc.	2129 Broadway St NE	Minneapolis	MN	55413	(612) 378-2223	Dist.	CIDA	DSDA
Valspar	1101 South 3rd St	Minneapolis	MN	55415	(612) 375-7909	Associé	CIDA	
Titus Inc.	5605 - 25 Ave S	Minneapolis	MN	55417	(612) 722-6543	Associé	CIDA	
Shelter Products Inc.	Box 174, 810 North Front St	New Ulm	MN	56073	(507) 354-4176	Dist.	RIDA	
Holdahl Co. Inc.	1925 Annapolis Ln	Plymouth	MN	55441	(612) 333-7111	Dist.	CIDA	
Huttig Sash and Door Company	Box 1041	Chesterfield	MO	63006	(314) 878-2222	Dist.	DSDA	RIDA
Mitek Industries Inc.	4515 North Outer Forty Rd #3	Chesterfield	MO	63017	(314) 434-1200	Associé	DSDA	
Tamko Roofing Products Inc.	Box 1404, 220 W 4th St	Joplin	MO	64802	(417) 624-6644	Associé	DSDA	RIDA
Dura-Board Inc.	Box 329	Lamar	MO	64759	(417) 682-9558	Associé	DSDA	RIDA
Archway Kitchen & Bath	15 Industrial Dr	Pacific	MO	63069	(314) 271-7711	Dist.	DSDA	
Lumberyard Supply Co.	5060 Manchester Ave	Saint Louis	MO	63110	(314) 533-7557	Dist.	RIDA	
Warrior Building Products	6363 Bartmer Ind. Dr	University City	MO	63130	(800) 878-8686	Dist.	DSDA	RIDA
DMSI	11823 Arbor	Omaha	NE	68144	(402) 330-6620	Connexe		
Lumberjacks Inc.	723 E Tallmadge Ave	Akron	OH	44310	(330) 762-2401	Dist.	DSDA	RIDA
Clem Lumber & Distributing Co.	Box 2238, 16055 Waverly Ave	Alliance	OH	44601	(330) 821-2130	Dist.	RIDA	
Alliance Wholesalers	321 Rush St	Alliance	OH	44601	(330) 823-9871	Dist.	RIDA	
L.E. Smith Company	Box 766, 1030 E Wilson St	Bryan	OH	43506	(419) 636-4555	Dist.	CIDA	RIDA
Robert W. Bugie Sales Co.	2704 Colerain Ave	Cincinnati	OH	45225	(513) 681-0303	Dist.	CIDA	
Practical Products Co.	3925 Virginia Ave	Cincinnati	OH	45227	(513) 561-6560	Associé	CIDA	DSDA
Formica Corp.	10155 Reading Rd	Cincinnati	OH	45241	(513) 786-3551	Associé	CIDA	RIDA
Schulte Corporation	12115 Ellington Ct	Cincinnati	OH	45249	(513) 489-9300	Associé	DSDA	RIDA
Dougherty-Hanna Resources Company	6000 Harvard Ave	Cleveland	OH	44105	(216) 271-2400	Dist.	CIDA	
Green Rich & Associates Inc.	14414 Detroit Ave	Cleveland	OH	44107	(216) 221-4886	Connexe		
Metal Mouldings Inc.	1314 Marquette St	Cleveland	OH	44114	(216) 391-8400	Dist.	CIDA	
Babin Building Center Inc.	5111 Richmond Rd	Cleveland	OH	44146	(212) 292-2500	Dist.	DSDA	RIDA
Franklin International	2020 Bruck St	Columbus	OH	43207	(614) 443-0241	Associé	CIDA	
Palmer Donavin Manufacturing	1200 Steelwood Rd	Columbus	OH	43212	(614) 486-9657	Dist.	DSDA	RIDA
Flagg Inc.	9195 Seward Rd	Fairfield	OH	45014	(513) 874-5900	Dist.	CIDA	
B & T Distributors Inc.	1700 Findlay Rd	Lima	OH	45801	(419) 228-9143	Dist.	DSDA	
Ohio Sealants	7405 Production Dr	Mentor	OH	44060	(216) 255-8900	Associé	DSDA	RIDA
Akron Products Company, The	Box 188, 21 Mill St	Seville	OH	44273	(800) 262-2342	Associé	DSDA	
Sequentia Inc.	Box 360530, 15900 Foltz Industrial Pkwy	Strongsville	OH	44136	(440) 238-2400	Associé	DSDA	RIDA
Superior Kitchen Dist. Inc.	1451 Michican	Toldedo	OH	43604	(419) 246-3993	Dist.	DSDA	RIDA
Best Hardware Inc.	639 Oliver St.	Toledo	OH	43609	(419) 241-3685	Dist.	CIDA	
Owens-Corning Construction Products Group	1 Owens Corning Pkwy	Toledo	OH	43659	(419) 248-8837	Associé	DSDA	RIDA
Daniels Distribution Inc.	4346 Cranwood Pkwy	Warrensville Heights	OH	44128	(216) 663-0800	Dist.	CIDA	
Robec Sales Inc.	525 N Kiwanis	Sioux Falls	SD	57104	(605) 336-2897	Dist.	DSDA	
Building Products Inc.	Box 1390, 405 1st Ave NE	Waterdown	SD	57201	(605) 886-3495	Dist.	RIDA	
Appleton Supply Co. Inc.	Box 327, 1905 West Haskell St	Appleton	WI	54912	(920) 733-1373	Associé	RIDA	
ABC Supply Company Inc.	1 ABC Pkwy	Beloit	WI	53511	(608) 362-7777	Dist.	DSDA	
Design House Inc.	Box 1001, W 180 N11691	Germantown	WI	53022	(414) 255-1970	Associé	DSDA	RIDA

Amerhart Ltd	Box 10097, 2455 Century Rd	Green Bay	WI	54307	(920) 494-4744	Dist.	RIDA	
Lumber Dealers Supply Inc.	Box 12036, 310 S Taylor St	Green Bay	WI	54307	(920) 499-8705	Dist.	RIDA	
Badger Corrugating Co.	Box 1837, 1801 West Ave. S.	La Crosse	WI	54602	(608) 788-0100	Dist.	DSDA	RIDA
Jaeckle Wholesale Inc.	2310 Daniels St	Madison	WI	53718	(608) 221-8400	Dist.	CIDA	
Insulation & Supply Co. Inc.	Box 333, 1129 S. 41st St	Manitowoc	WI	54221	(920) 682-6353	Dist.	CIDA	
Gossen Corporation	2030 W. Bender Rd	Milwaukee	WI	53209	(414) 228-9800	Associé	RIDA	
Milwaukee Building Supply Company	5800 West Douglas Ave	Milwaukee	WI	53218	(414) 463-7550	Dist.	CIDA	
Alpine Plywood Corporation	12210 W Silver Spring Rd	Milwaukee	WI	53225	(414) 438-8400	Dist.	CIDA	
ABTco INC.	1 Neenah Center #600	Neenah	WI	54956	(920) 751-4982	Associé	RIDA	
Millfab Incorporated	Box 373, 433 E South St	Stoughton	WI	53589	(608) 873-7795	Associé	DSDA	RIDA
Ranco Systems Inc.	N 14 W24200 Tower Place #210	Waukesha	WI	53188	(414) 521-3888	Connexe	CIDA	

Région du Sud-Est

Société	Adresse	Ville	État	Zip	Téléphone	Type de membre		Segment
HGH Hardware Supply Inc.	Box 1826, 3912 2nd Ave S	Birmingham	AL	35201	(205) 595-4655	Dist.	CIDA	
Trend Distributors	230 N W 4th Ave	Hallandale	FL	33009	(800) 432-1149	Dist.	CIDA	
Tech Products	3551 NW 116 St	Miami	FL	33167	(305) 685-5993	Dist.	CIDA	
Nailite International Inc.	1251 NW 165th St	Miami	FL	33169	(305) 620-6200	Associé	DSDA	RIDA
Jacaranda Inc.	16301 NW 15th Ave	Miami	FL	33169	(800) 225-6384	Associé	CIDA	
Florida Laminate and Materials Inc.	850 S. Hughey Ave.	Orlando	FL	32801	(407) 843-4789	Dist.	CIDA	
Cabinetware Inc.	2025 Cattlemen Rd	Sarasota	FL	34232	(941) 379-5800	Dist.	CIDA	
Siro Designs Inc.	10301 NW 50th St #111	Sunrise	FL	33351	(954) 749-1155	Associé	CIDA	
Celotex Corporation	Box 31602, 4010 Boy Scout Blvd	Tampa	FL	33631	(813) 873-3602	Associé	RIDA	
Rugby Building Products Inc.	2575 Westside Pkwy #800	Alpharetta	GA	30004	(770) 625-1700	Dist.	CIDA	RIDA
Hettich America L.P.	6225 Shiloh Rd	Alpharretta	GA	30005	(770) 887-3733	Associé	CIDA	
JGA Corporation	2200 Cook Dr	Atlanta	GA	30340	(770) 246-3400	Dist.	DSDA	RIDA
Morrison Supply Co. Inc.	Box 81103, 5645 Peachtree Rd	Chamblee	GA	30366	(770) 455-8244	Dist.	CIDA	
Meyer USA Inc.	11465 Johns Creek Pkwy	Duluth	GA	30097	(678) 475-9506	Dist.	CIDA	
Furniture Care Supplies	1454 Field Park Circle	Marietta	GA	30060	(770) 429-5656	Dist.	CIDA	
Cellwood Products Subsidiary of Alcoa Building Prod.	3051 New Castle Dr NW	Marietta	GA	30064	(770) 422-6529	Associé	RIDA	
Moultrie Manufacturing Company	Box 2945, 1403 GA Hwy 133 S	Moultrie	GA	31776	(800) 841-8674	Associé	DSDA	RIDA
Hera Lighting L.P.	6659 M Peachtree Ind. Blvd.	Norcross	GA	30092	(770) 409-8558	Associé	CIDA	
Dixie Plywood & Lumber Company	Box 2328	Savannah	GA	31402	(912) 236-3385	Dist.	CIDA	RIDA
Building Suppliers Corporation	6 Skidaway Village Walk, #203A	Savannah	GA	31411	(912) 598-7555	Connexe	RIDA	
Tenneco Building Products	2907 Log Cabin Dr	Smyrna	GA	30080	(404) 350-1300	Associé	DSDA	RIDA
Prinsho Products Inc.	Box 519	Valdosta	GA	31603	(912) 242-6425	Dist.	CIDA	
Charlotte Hardwood Center Inc.	Box 668005, 4250 Golf Acres Dr	Charlotte	NC	28266	(704) 394-9479	Dist.	CIDA	DSDA
Interstate Distributors of Dunn Inc.	Box 1145, I-95 N Access Rd	Dunn	NC	28335	(910) 892-4143	Dist.	CIDA	RIDA
Best Distributing Company	Box 128, 117 Bypass N	Goldsboro	NC	27533	(919) 735-1651	Dist.	RIDA	
Mepla-Alfit Inc.	Box 1469	High Point	NC	27260	(336) 410-7000	Associé	CIDA	
Fulterer USA Inc.	542 Townsend Ave	High Point	NC	27263	(910) 431-4646	Associé	CIDA	DSDA
Deerwood Fasteners International	Box 1505, 103 Parr Dr	Huntersville	NC	28070	(800) 438-5146	Associé	CIDA	
Grass America Inc.	1202 Hwy 66 S	Kernersville	NC	27284	(336) 996-4041	Associé	CIDA	DSDA
Peter Meier Inc.	1255 South Park Dr	Kernersville	NC	27284	(336) 996-7774	Associé	CIDA	RIDA
Eurodrawer Inc.	Box 846	Mocksville	NC	27028	(336) 751-6268	Associé	CIDA	
Veneer Technologies Inc.	Box 1145 W Railroad Blvd	Newport	NC	28570	(252) 223-6359	Associé		
Wood Technology Inc.	Box 1301, 225 Elf Way	Pittsboro	NC	27312	(919) 542-6300	Associé	CIDA	
Homeside Building Products Inc.	3101 Poplarwood Ct	Raleigh	NC	27604	(919) 876-9333	Associé	RIDA	
Carolina Nail Inc.	620 Forum Pkwy, Box 690	Rural Hall	NC	27045	(336) 969-6963	Associé	RIDA	
Carolina-Atlantic Distributors Inc.	Box 2580, 916 Broadway Rd	Sanford	NC	27330	(919) 776-0721	Dist.	RIDA	
Julius Blum Inc.	Highway 16, Lowesville	Stanley	NC	28164	(704) 827-1345	Associé	CIDA	

Unifix Indus. & Com. De Produtos Para Moveis	BR 369 KM 180	Arapongas	PR	86700	(043) 275-1400	Dist.	CIDA		
Formica De Puerto Rico	Box 2136	San Juan	PR	00922	(787) 793-1230	Dist.	CIDA	DSDA	RIDA
Alpine Sales Inc.	9650 Millfield Rd	Columbia	SC	29223	(803) 788-9160	Dist.	CIDA	DSDA	RIDA
Diamond Hill Plywood Co.	PO Drawer 529, 600 East Broad St	Darlington	SC	29540	(843) 393-2803	Dist.	CIDA	RIDA	
Enterprise Computer Systems Inc.	Box 2383, 1 Independence Pt	Greenville	SC	29602	(864) 234-7676	Connexe			
National Cabinet Lock Waterloo Furniture Components	Box 200, 200 Old Mill Rd	Mauldin	SC	29662	(864) 297-6655	Associé	CIDA		
Glasteel Inc.	830 Hwy 57 E	Collierville	TN	38017	(800) 238-5546	Associé	DSDA	RIDA	
Porter-Cable Corporation	4825 Hwy 45 N	Jackson	TN	38305	(901) 660-9826	Associé	CIDA	DSDA	RIDA
Dealers Warehouse Corp.	Box 3190, 1530 6th Ave	Knoxville	TN	37927	(423) 546-3040	Dist.	RIDA		
Allvan Corporation	Box 187	LaVergne	TN	37086	(800) 899-9300	Connexe			
Interstate Plywood Company LLC	2495 Hernando Rd	Memphis	TN	38106	(901) 948-2711	Dist.	CIDA		
Nustone Distributing Inc.	Box 41748, 2475 Bransford Ave	Nashville	TN	37204	(615) 292-8181	Dist.	CIDA		
Reemay Inc.	Box 511, 1000 Industrial Blvd	Old Hickory	TN	37138	(615) 847-7058	Associé	RIDA		

Région du centre des États-Unis

Société	Adresse	Ville	État	Zip	Téléphone	Type de membre	Segment
E.I. Dupont De Nemours & Co. Inc. Fibers Dept.	Box 80 705, 705 Center Rd	Wilmington	DE	19880	(302) 999-2277	Associé	RIDA
Uniboard Canada U.S.A. Div.	400 East Pratt St #836	Baltimore	MD	21202	(410) 962-5510	Associé	CIDA
Clendenin Bros. Inc.	4309 Erdman Ave.	Baltimore	MD	21213	(410) 327-4500	Associé	DSDA
Lenmar Coatings	150 S. Calverton Rd	Baltimore	MD	21223	(800) 966-7020	Associé	CIDA
Transportation Management Co.	Box 2, 11216 Ridermark Row	Columbia	MD	21044	(301) 596-5416	Connexe	
Roof Center Inc., The	9055 Comprint Ct, #300	Gaithersburg	MD	20877	(301) 548-0548	Dist.	DSDA
Carapace Corp., The	8705 - C Bollman Place	Savage	MD	20763	(301) 256-3100	Dist.	CIDA
Pennsylvania Supply & Mfg. Co.	Box 4445, 827 N. 12th St	Allentown	PA	18105	(610) 434-5295	Dist.	DSDA
Roland & Roland Inc.	Box 20344, 900 13th Ave	Bethlehem	PA	18002	(610) 867-3902	Dist.	CIDA RIDA
Distributor Services Inc.	1 Dorrington Rd	Carnegie	PA	15106	(412) 279-7824	Dist.	CIDA
Bennett Supply co.	300 Business Center Dr	Cheswick	PA	15024	(888) 236-6388	Dist.	CIDA RIDA
Soult Wholesale Co.	Box 1112, 405 Latimer St	Clearfield	PA	16830	(814) 765-5591	Dist.	RIDA
Simon Building Products Inc.	834 E 8th St	Erie	PA	16503	(814) 459-2700	Dist.	DSDA
Apex Building Products Co.	Box 1347, Main & Page Sts	Kingston	PA	18704	(520) 288-3683	Dist.	RIDA
Armstrong World Industries Inc.	Box 3001, 2500 Columbia Ave #3-B	Lancaster	PA	17604	(717) 396-6058	Associé	DSDA RIDA
Eastern Distributors Co. Inc.	3401 W. Indiana Ave	Philadelphie	PA	19132	(215) 223-1700	Dist.	RIDA
Clark Deco Moldings Inc.	1127 Washington Blvd	Pittsburgh	PA	15206	(412) 363-9602	Dist.	CIDA
Babcock Lumber Company	Box 8348, 2220 Palmer St	Pittsburgh	PA	15218	(412) 351-3515	Dist.	CIDA RIDA
Russell Plywood Inc.	401 Old Wyomissing Rd	Reading	PA	19611	(610) 374-3206	Dist.	CIDA
C.H. Briggs Hardware Co. Inc.	Po Box 15188, 2047 Kutztown Rd	Reading	PA	19612	(610) 929-6969	Dist.	CIDA
Edgemate Inc.	Box 72, 333 Closson Rd	Roaring Spring	PA	16673	(814) 224-5717	Associé	CIDA DSDA RIDA
Keystone Building Products Inc.	Box 423, Rt 522 S	Selinsgrove	PA	17870	(717) 374-7565	Dist.	DSDA
Stelwagon Manufacturing Co.	536 Baltimore Pike	Springfield	PA	19064	(610) 328-3300	Dist.	DSDA
Certainteed Corp. Shelter Materials Group	Box 860	Valley Forge	PA	19482	(610) 341-7551	Associé	DSDA RIDA
Ashland-Davis Co.	Box 860, 850 E Swedesford Rd	Valley Forge	PA	19842	(610) 341-7000	Associé	DSDA RIDA
Wolf Organization, The	Box 1267, 20 West Market St	York	PA	17401	(717) 852-4800	Dist.	RIDA
Alliance Products Co.	6189 Grovedale Ct	Alexandria	VA	22310	(770) 428-9900	Dist.	CIDA
Chesapeake Hardwood Products Inc.	201 Dexter St. W	Chesapeake	VA	23324	(757) 543-1601	Associé	CIDA RIDA
Rocco Building Supplies Inc.	Box 669, 560 Pleasant Valley Rd	Harrisonburg	VA	22801	(540) 434-1371	Dist.	RIDA
Signature Kitchens	Box 426, 6612 James Madison Hwy	Haymarket	VA	20168	(703) 753-0699	Dist.	DSDA
Central Wholesale Supply Corporation	1532 Ingleside Rd	Norfolk	VA	23502	(757) 855-3131	Dist.	CIDA
Reico Distributors	6790 Commercial Dr	Springfield	VA	22151	(703) 256-6400	Dist.	DSDA RIDA
Trex Company	20 South Cameron St	Winchester	VA	22601	(540) 678-4078	Associé	RIDA
Timberlake Cabinet Company	Box 1990	Winchester	VA	22604	(540) 665-9100	Associé	DSDA RIDA
Cabinet Supplier Inc.	1449 Washington Ave	Huntington	WV	25704	(304) 429-1311	Dist.	CIDA RIDA
Wheeling Corrugating Company	1134 Market St	Wheeling	WV	26003	(304) 234-2336	Associé	DSDA RIDA

Région du Nord-Est

Société	Adresse	Ville	État	Zip	Téléphone	Type de membre	Segment
HDI (Hardware Designers Inc.)	107 Mill Plain Rd. #305	Danbury	CT	06811	(203) 743-5161	Associé	CIDA
Eclipse Inc.	Box 2271	Huntington	CT	06484	(203) 926-2641	Connexe	
I.T. Dealers Supply Inc.	122 Route 32	North Franklin	CT	06254	(860) 887-2531	Dist.	RIDA
Kilstrom Distribution Inc.	12 Cascade Blvd	Orange	CT	06477	(203) 799-3331	Dist.	CIDA RIDA
Raybern Company, The	Box 687, 88 New Britain Ave	Rocky Hill	CT	06067	(860) 529-7704	Dist.	CIDA
Colonial Bronze Company, The	Box 207, 511 Winsted Rd	Torrington	CT	06790	(860) 489-9233	Associé	CIDA
Connecticut Plywood Corp.	Box 330236, W. Hartford Ind'l Park/9 Andover	West Hartford	CT	06133	(860) 953-0060	Dist.	CIDA
Bilco Company, The	Box 1203, 37 Water St	West Haven	CT	06505	(203) 934-6363	Associé	RIDA
Allied Plywood Corp.	200 Baker St, #210	Concord	MA	01742	(978) 371-3399	Dist.	CIDA
Gloucester Co. Inc.	Box 428, 34C Saxon St	Franklin	MA	02038	(508) 528-2200	Associé	CIDA RIDA
TACC International Corp.	Air Station Industrial Park	Rockland	MA	02320	(800) 503-6991	Associé	CIDA
Atlantic Plywood Corp.	Box 2705, 8 Roessler Rd	Woburn	MA	01888	(781) 933-3830	Dist.	CIDA
Pionite Decorative Surfaces	Box 1014, 1 Pionite Rd	Auburn	ME	04210	(207) 784-9111	Associé	CIDA DSDA RIDA
Dion Distributors	Box 1668, 75 Westminster	Lewiston	ME	04241	(207) 784-3531	Dist.	RIDA
Saxonville USA	96 Springfield Rd	Charlestown	NH	03603	(603) 826-4024	Dist.	CIDA RIDA
Chicago Metallic Corp.	10 Morning Glory Dr	Manchester	NH	03109	(603) 669-0731	Associé	RIDA
Bradco Supply Corp.	13 Production Way	Avenel	NJ	07001	(732) 382-3400	Dist.	DSDA
Roofers Supplies	Box 126, 30 Columbia Ave	Bergenfield	NJ	07621	(201) 384-4224	Dist.	DSDA
Karnak Corporation	330 Central Ave	Clark	NJ	07066	(732) 388-0300	Associé	DSDA RIDA
Allied Building Products Corp.	Box 511	E Rutherford	NJ	07073	(201) 507-8400	Dist.	DSDA
Fabricators Supply Co.	425 US Hwy 46	Fairfield	NJ	07004	(973) 227-2660	Dist.	CIDA RIDA
Ply*Gem Manufacturing	201 Black Horse Pike	Haddon Heights	NJ	08035	(609) 546-0704	Associé	DSDA RIDA
Universal Supply Co. Inc.	851 S. White Horse Pk	Hamminton	NJ	08037	(609) 561-1213	Dist.	DSDA
Myles F. Kelly Inc.	43-57 Harrison Ave	Harrison	NJ	07029	(973) 481-0600	Dist.	DSDA
Laminated Plastics Inc.	140 Littleton Rd	Parsippany	NJ	07054	(973) 316-9595	Associé	CIDA
Atlantic Hardware Corporation	210 Passaic St	Passaic	NJ	07055	(973) 458-1200	Associé	CIDA DSDA RIDA
Fessenden Hall Inc.	1050 Sherman Ave	Pennsauken	NJ	08110	(609) 665-2210	Dist.	CIDA
Outwater Hardware Corporation	11 West End Rd	Totowa	NJ	07512	(973) 890-0940	Dist.	CIDA
Homasote Co.	Box 7240, Lower Ferry Rd	West Trenton	NJ	08628	(609) 883-3300	Associé	RIDA
Roberts Plywood Co. Div. Of Die Boards	150 Rodeo Dr	Brentwood	NY	11717	(516) 586-7700	Dist.	CIDA
F.W. Honerkamp Co. Inc.	500 Oak Point Ave	Bronx	NY	10474	(718) 589-9700	Dist.	CIDA
Flushing Supply Corp.	670 Flushing Ave	Brooklyn	NY	11206	(718) 388-3635	Dist.	RIDA
Eveready Hardware Mfg. Co. Inc.	109 South 5th St	Brooklyn	NY	11211	(718) 388-6240	Dist.	CIDA
Plywood Plastics Inc.	111 Tonawanda St	Buffalo	NY	14207	(716) 875-0804	Dist.	CIDA RIDA
Pierce & Stevens Corp.	Box 1092, 710 Ohio St	Buffalo	NY	14240	(716) 856-4910	Associé	CIDA
M.L. Campbell	Box 1187	Buffalo	NY	14240	(905) 871-2724	Associé	CIDA
Berenson Corp.	2495 Main St. #222	Buffalo	NY	14214	(716) 833-3100	Associé	CIDA
BHK of America Inc.	3 Bond St, Box 37	Central Valley	NY	10917	(914) 928-6200	Associé	CIDA

A.L. Liebman	46-20 76th St	Elmhurst	NY	11373	(718) 803-1700	Associé	CIDA		
Allied Hardware	1250 Brunswick Ave	Far Rockaway	NY	11691	(718) 337-3000	Dist.	CIDA		
Amana Tool Corp.	120 Carolyn Blvd	Farmingdale	NY	11735	(516) 752-1300	Associé	CIDA	DSDA	RIDA
Mechanics Building Materials Co. Inc.	82-49 73rd Ave	Glendale	NY	11385	(718) 381-6600	Dist.	CIDA	RIDA	
Classic Brass Inc.	Box 3563	Jamestown	NY	14701	(716) 483-6281	Associé	CIDA		
Plunkett-Webster Inc.	2 Clinton Pl	New Rochelle	NY	10801	(914) 636-8770	Dist.	RIDA		
Erie Materials Inc.	Box 476, 500 Factory Ave	Syracuse	NY	13211	(315) 455-7434	Dist.	DSDA		
Winde-McCormick Laminates Inc.	Box 8609, 89 Bellows St	Warwick	RI	02888	(401) 467-2770	Dist.	CIDA	RIDA	

18.1 Alliances industrielles des associations de marchands de matériaux de construction nationales

DSDA Direct Specialized Distribution Alliance (Alliance de distribution spécialisée directe)

- Les distributeurs et leurs fournisseurs qui servent principalement le marché des entrepreneurs — tant les entrepreneurs professionnels que les constructeurs professionnels
- Accroît et favorise l'excellence des membres afin d'accroître l'efficacité des services de marketing et de distribution offerts à l'entrepreneur professionnel
- Exploite des entrepôts bien approvisionnés
- Représente tant les petits distributeurs que les gros
- Offre des services de vente en gros et de marketing en soutenant le catalogue de produits publié et(ou) les prospectus de vente
- Comprend également des fabricants participant en tant que membres associés et qui se sont joints aux grossistes pour commercialiser leur gamme de produits de façon efficace et économique auprès des entrepreneurs et(ou) constructeurs professionnels
- Offre des possibilités de réseautage
- Offre des possibilités d'éducation
- Offre des renseignements

CIDA Cabinet Industry Distribution Alliance (Alliance de distribution de l'industrie des armoires)

- Les distributeurs et leurs fournisseurs qui servent principalement l'industrie des armoires
- Accroît et favorise l'excellence des membres afin d'accroître l'efficacité des services de marketing et de distribution offerts aux magasins d'armoires
- Exploite des entrepôts bien approvisionnés
- Représente tant les petits distributeurs que les gros
- Offre des services de vente en gros et de marketing en soutenant le catalogue de produits publié et(ou) les prospectus de vente
- Sert une clientèle formée de magasins d'armoires sur mesure, de travailleurs du bois, de fabricants de meubles et de fabricants d'accessoires de magasins
- Comprend également des fabricants participant en tant que membres associés et qui se sont joints aux grossistes pour commercialiser leur gamme de produits de façon efficace et économique auprès des propriétaires de magasins d'armoires
- Offre des possibilités de réseautage
- Offre des possibilités d'éducation
- Offre des renseignements

RIDA Retail Industry Distribution Alliance (Alliance de distribution de l'industrie de la vente au détail)

- Les distributeurs et leurs fournisseurs qui servent principalement l'industrie de la vente au détail
- Accroît et favorise l'excellence des membres afin d'accroître l'efficacité des services de marketing et de distribution offerts aux détaillants
- Exploite des entrepôts bien approvisionnés
- Représente tant les petits distributeurs que les gros
- Offre des services de vente en gros et de marketing en soutenant le catalogue de produits publié et(ou) les prospectus de venteUvU
- Sert une clientèle formée de détaillants indépendants et de chaînes de centres de rénovation locales, régionales et nationalesUvU
- Comprend également des fabricants participant en tant que membres associés et qui se sont joints aux grossistes pour commercialiser leur gamme de produits de façon efficace et économique auprès des détaillants
- Offre des possibilités de réseautage
- Offre des possibilités d'éducation
- Offre des renseignements

KBDA Kitchen/Bath Distribution Alliance (Alliance de distribution des produits de cuisine et de salle de bain)

- Les distributeurs et leurs fournisseurs qui servent principalement le marché des cuisines et des salles de bain
- Accroît et favorise l'excellence des membres afin d'accroître l'efficacité des services de marketing et de distribution offerts aux marchés des cuisines et des salles de bain
- Exploite des entrepôts bien approvisionnés
- Représente tant les petits distributeurs que les gros
- Offre des services de vente en gros et de marketing en soutenant le catalogue de produits publié et(ou) les prospectus de venteUvU
- Sert une clientèle formée d'entrepreneurs professionnels, de constructeurs, de détaillants y compris les marchands-concepteurs et les centres de rénovation
- Comprend également des fabricants participant en tant que membres associés et qui se sont joints aux grossistes pour commercialiser leur gamme de produits de façon efficace et économique auprès des marchés des cuisines et des salles de bain
- Offre des possibilités de réseautage
- Offre des possibilités d'éducation
- Offre des renseignements

RDA Roofing Distribution Alliance (Alliance de distribution des produits de toiture)

- Les distributeurs et leurs fournisseurs qui servent principalement le marché de la toiture
- Accroît et favorise l'excellence des membres afin d'accroître l'efficacité des services de marketing et de distribution offerts au marché de la toiture
- Exploite des entrepôts bien approvisionnés
- Représente tant les petits distributeurs que les gros
- Offre des services de vente en gros et de marketing en soutenant le catalogue de produits publié et(ou) les prospectus de vente
- Sert une clientèle formée d'entrepreneurs professionnels, de constructeurs, de détaillants, y compris les marchands et centres de rénovation
- Comprend également des fabricants participant en tant que membres associés et qui se sont joints aux grossistes pour commercialiser leur gamme de produits de façon efficace et économique auprès du marché de la toiture
- Offre des possibilités de réseautage
- Offre des possibilités d'éducation
- Offre des renseignements

Autres organisations de l'industrie

- American Hardware Manufacturers Association (association américaine des fabricants de produits de quincaillerie)
- Association of the Remodelling Industry (association de l'industrie de la transformation)
- National Association of Home Builders (association nationale des constructeurs de maisons)
- National Kitchen and Bath Association (association nationale des cuisines et des salles de bain)
- National Lumber and Building Material Dealers Association (association nationale des marchands de bois et de matériaux de construction)
- National Roofing Contractors Association (association nationale des couvreurs)
- Association of Woodworking & Furnishings Suppliers (association des fournisseurs de garnitures et de travaux du bois)
- Home Center Institute (institut des centres de rénovation)
- Home Improvement Research Institute (institut de recherche sur l'amélioration résidentielle)
- Kitchen Cabinet Manufacturers Association (association des fabricants d'armoires de cuisine)
- National Association of Floor Covering Distributors (association nationale des distributeurs de revêtements de sol)
- National Sash & Door Jobbers Association (association nationale des grossistes en châssis et en portes)
- North American Wholesale Lumber Association (association nord-américaine des grossistes en bois d'œuvre)
- TSI (CIDA Related Regional Woodworking Shows) (salons professionnels régionaux du travail du bois liés à la CIDA)

- Home Improvement & Builder Resource (ressource d'amélioration résidentielle et pour les constructeurs)
- Home Building & Remodelling Network (réseau d'amélioration et de transformation résidentielles)

18.2 Produits offerts par les distributeurs par région

Source : www.nbmda.org/directory

Région du Nord-Ouest

Société	
Reid & Wright Inc.	FA FE LS LR PS SH ST
NxTrend Technology Inc.	
Johns Manville Corp.	AD IL RA RF VE WP
Builders Service Bureau Inc.	AB DM DW ED FA HC HB
American Building Specialties Inc.	FA HA HB LA LR PS
Darant Distributing Corp.	AD HC LM PB
Distribution Resources Co.	
RSI Roofing & Building Supply	
Honolulu Wood Treating Co. Ltd.	AD AL CL CT HA HB LR MO PA PB RC RF VE GB
Boise Cascade Corporation	AD AL CE DM DW FA FE GY HA HB IL LS LR MI PB PH PS RA RF SE SH SV WA
States Industries Inc.	CC CT PA PH SE ST WC
Weatherly's Inc.	DW FE GY HA IL LS LR MO PB PH PS RC RA RF RW SE ST WA
Columbia Forest Products Inc.	FH ME PB PH
Roseburg Forest Products Company	LS ME PB PH PS SE
Orepac Building Products	CT DF DM DW FE GY HA IL LH LS ME MI MO PA PB PH PS RA SE SH SV SK WW
Roo Products Inc.	AD
Woodtape	ED LM ME MI
Weyerhaeuser Company	FA GY HA IL LH LS LR MI PB PH PS RA RF SH WA
Stoneway Roofing Supply Inc.	RF RW RM

Région du Sud-Ouest

Société	
Lomanco Inc.	VE
McEwen Lumber Company	AB AD ED HA HC LM LH LS ME MO PB PH PS ST
Associated Building Material Dist. Of America Inc.	
Stewart Building & Roofing Supply	AD FA FE GY HA IL LH LS PA PB PH PS RA RF RW RM ST RT
Louis and Company	AB AD ED FA HC HB KA LM LI ME SO ST TL
Sufatsune America Inc.	CL CC DF HC HB
Jamerco Inc.	FA TL
Charles McMurray Co.	AB AD ED FA HC HB KA LI LM SE SO TL
Building Material Distributors Inc.	AD AL CA CT DF DM DW FH HB LM MI MO PS RC SK SO TL VE WP WM WW
Sani-Top Inc.	CT ED LM PB SO
Somerville Plywood Corp.	
Triad Systems	
E.B. Bradley Co.	AB AD ED FA HC HB LM
Harter's Distributing Co.	AD CA CT LM PB PH SO WW
Kemp Hardware	
Simpson Strong-Tie Co. Inc.	AD FA HB SE
Mac Murray Pacific	AB AD ED FA HC HB MO
U.S. Futuba Inc.	
Cabinet Hardware Mfg. Co.	AB AD CC ED FA HC TL
Accuride International	HC
UNI	
S & G Specialty Fasteners	FA
Phillips Plywood Co. Inc.	AD CT CC ED HA LM LH ME PB PH PS TL
Buffington Corporation	
Roofing Supply Inc.	AD FA IL LH PH RC RF RW RM SU SV TL VE WA WV
Cedar Creek Wholesale	HA LH LR MI PA PB PH WA
Primesource Building Products Inc.	AD CE CC DM DW FA FE GY HA HB IL LH LM LS LR MI MO PA PB PH PS RC RA RF RW RM SH SV SO TL VE WA WP WV
Air Vent Inc.	VE
Dallas Wholesale Builders Supply	AD CE DM DW HB IL LS LR MI MO PH RA RF SH SK VE
Cameron Ashley Building Products	AD AL CE DF DM DW FA FE GY HB IL MI MO PA PB PH PS RA RF FM SH SV TL VE WM
Texas Wholesale Building Mat. Inc.	AD DM DW HA HB LS IL MI MO PS RF SE SU SH VE WA WW
Walden's Distributing Inc.	AB AD ED FA HC KA LM SO TL
Plywood Company of Fort Worth Inc.	
Wilsonart International	AD LM MO SO

Région du Midwest

Société	
Ruan Transportation Management Systems	
Gannon Wholesale Inc.	AD FA GY IL PS RA RF RW VE WA
Klauer Manufacturing Co.	RC VE MF
Mid-Continent Lumber Dealers Supply	AD CA CE DG DM FA GY HA HB IL LH LS LR PB PH PS RC RA RF RW RM SV WA WV
VT Industries Inc.	CC CT SE SO
Key Wholesale Building Products Inc.	AL CE DG DM FE GY HA LH MO PB PH PS RC RA RF RM SE SA SH SV VE WA WP
Hawkeye Building Supply Co.	AD AL CE CO DM FA FE GY HA LH IL LS LR ME MO PH PS RC RA RF RM SE SH SV VE WA WP WV
Wheeler Lumber L.L.C.	DM FA LA LS LR PS RA RM SH
Kitchen Distributors of America	AP CA CT FF
Edward George Co.	CL FI SK WP BV
U.S.G.	CE GY
Masonite Corporation	HA MD SH
Aetna Plywood	AD CE CT HA LH PB PS ST WA
IKO	RA RF
Richards Building Supply Company	AD FA PH RC RF RW SU SA SV WV WW
Woolf Distributing	AD AL CE DF DW FA FE GX GY HA IL LA LR MO RF SE SU SH SV SK ST VE
John Boos & Company	CT SO
Rollex Corporation	RC SA SV
Laminart	LM
Industrial Cork Co. Inc.	
Southern Wholesale Lumber Co	AL CE DG FA GY HA IL LS MI PS RC RA RF RW RM SE SV ST VE
E. Kinast Distributors Inc.	AD CT ED HC LM ME PB SO ST WO
East Side Lumberyard Supply Co. Inc.	AD AL CA CE CL DG FA FE FH GY HA IL MO PA PI RC RA RF SU SH SV ST VE WP WV IJ
Insulation Dealers & Supply Co.	AD FA RC RA RF SA SV VE WP WV
Maze Nails Div. Of W.H. Maze Co.	FA
Rockford Process Control Inc.	DM HC
Amerock Corporation	CC FA HC KA
Walmark Corporation	AD HC LM SO
Prairie Wholesale Supply Co. Inc.	AD CE DG DM FA GY IL PI RC RA SU SA SV ST VE WP WV
Baer Supply Co.	AB AD CC ED FA HC HB LM ME PB PH TL
Parkwood Chicago Inc.	
Firestone Building Products Co.	IL
Geocel Corporation	AD WP
Lensing Wholesale Inc.	AB AD CA CE CL CT DF DG DM DW FI FC FR HB IL LM MO PA RC RM SU SA SV SK TL VE WP WM WV WW
Indiana Wholesalers Inc.	CA DM DW ED FH HC HB IL LM MI MO PB SO WW
Homecrest Corporation	
Superior Distributing Co. Inc.	AB AD AL CL CC DW ED FA HC HB KA LM LI MO SE SI ST TL VE
Howard SW. Sams Catalogs/Bell Atlantic	

Reese Kitchen Distributing Inc.	AP CA CT
West Roofing & Supply Co. Inc.	
Courterco Inc.	AB AD ED FA HC HB LM SO TL
Formwood Industries	PH WC VN WL LP
Kitchen Kompact Inc.	
Feeny Manufacturing Company	KA
Globe Building Products Inc.	RA RF
Woodwork Manufacturing & Supply Inc.	DM DW HB LH MI MO PH WW
Rev-A-Shelf Inc.	CC CL KA
National Products Inc.	CA CC DW WC
Kruse Plastic & Plywood Inc.	AD ED HC LM PB PH SO
Wimsatt Brothers Inc.	FA IL LR RC RA RF SV VE
Flexible Materials	
Merillat Industries Inc.	CA PB
Kitchen Suppliers Inc.	AP CA CT WW
Acme Building Materials Inc.	AD CA FA RC RA RF SU SA SV SK VE WV
Plastics Research Corp.	PL
Chemcraft International Inc.	ST
Williams Distributing Co.	AP CA FI SI
Knape & Vogt Manufacturing Company	CL CC HC HB SE
Monsma Marketing Corporation Wholesale Building Materials	AD AL CE CL FE FI GX HB LA MI MO RC RA SU SK SV VE WC WP WV
National Nail Corp.	AB FA WM
Lumbermen's of Grand Rapids Inc.	AD CA CE CT DM FE FH GY HA HB IL LM ME MO PA RA RF RM SK ST SV TL VE WV WW WE
Belwith-Keeler	HC
Century America L.L.C.	
Michigan Wholesalers Inc.	AD HA IL LS PA RA SU SV ST VE WM WV HO LT AS EG
Schultx Snyder & Steele Lumber Co.	CA FA FE FH GX HA IL LH LS LR MO PA PB PH PS RA RW SE SH SV WA
Dow Chemical Company	IL
Outdoor Technologies Inc.	
Michigan Maple Block Co.	CT
Tapco International	SU VE WV SC
Search Group Inc.	
Schultz Roofing Supply Co.	RF RW SV
Kellogg Wholesale Building Supply	AD AL CE CT DM FA FI HB IL LM ME MO PA PB PH PS RC SE SU SA SH SV SK ST VE WP WW
Stanley Door Systems Div. Of The Stanley Works	DM
Hansen Marketing Services Inc.	AL CA CE CL DF DM DW FA GY HB LA LH LS LR MI MO PA PB RC RF SE SV VE WC
H. J. Okdenkamp Company	AD CA HC LM SO ST
EW Kitchen Distributors	CA CT
Empire Company Inc., The	LH LS MI MO
Master Mark Plastics	
Homevalu Interiors/Drexel	
Material Distributors Inc.	AD CE DG DM FA GY HA HB IL LR PB PH PS RC RA RF SH SV VE WA WV

Plywood Industries Inc.	AD CT ED HC KA LM ME PB PH SO
Valspar	ST
Titus Inc.	CL FA HC SP
Shelter Products Inc.	AD AL CA CL CT DG DM FE FI GY HA IL MO PA PB PH PS RA RC RF SE SH SV SK VE WA WV WW
Holdahl Co. Inc.	
Huttig Sash and Door Company	AL CA CE DF DM DW FA GY HA IL LA LS LR MO PA PS RF SU SH WA WW
Mitek Industries Inc.	HB
Tamko Roofing Products Inc.	RA RF WP
Dura-Board Inc.	LC
Archway Kitchen & Bath	
Lumberyard Supply Co.	AD CE FA FI GY HA MO PA SH SV ST VE
Warrior Building Products	
DMSI	
Lumberjacks Inc.	
Clem Lumber & Distributing Co.	AD CE DM DW FA FH HA IL MI MO PA RW SU SH SK ST VE WV WW
Alliance Wholesalers	CA CE CT DM DW SO WV WW
L.E. Smith Company	CT LM SO
Robert W. Bugie Sales Co.	AB AD HC KA MO
Practical Products Co.	AB AD TL
Formica Corp.	AD FR LM SO
Schulte Corporation	CL ME SE
Dougherty-Hanna Resources Company	AD HA LM LH LS LR PA PB PH PS SO ST
Green Rich & Associates Inc.	
Metal Mouldings Inc.	AB AD DW ED FA HC LM MO ST TL
Babin Building Center Inc.	CA CT DM DW HB MI SE SK WW
Franklin International	AD
Palmer Donavin Manufacturing	AD AL CA CE CL DG FA FI FH GY HA IL MO PA PH RC RA RF RM SU SA SV VE WM WV
Flagg Inc.	AB AD FA HC LM MO PB PH SE SO ST TL KE SL TA RL FL EG
B & T Distributors Inc.	CA DM IL RC RA RF SU SV TL WV WW
Ohio Sealants	AD
Akron Products Company, The	—
Sequentia Inc.	PA RF SK WC
Superior Kitchen Dist. Inc.	CA CT FF SO
Best Hardware Inc.	AB AD ED HC KA LI
Owens-Corning Construction Products Group	AD AL IL RF SA SV VE WV
Daniels Distribution Inc.	AD DW ED FR LM ME PB SO
Robec Sales Inc.	CA CT WV WW
Building Products Inc.	AD AL CA CE CO CT DG DM FA GY HA HB IL LH LS LR PA PH PS RC RA RM SH SV VE WA WV
Appleton Supply Co. Inc.	LV EG RL AS FS
ABC Supply Company Inc.	AD DM DW FA IL LS LR MI PS RC RF RM RW SU SA SH SV SK TL VE WM WV WW
Design House Inc.	DF FA MI SU
Amerhart Ltd	AL CE CL CO ED FA FE FH GY HA IL LM LH LS LR ME PA PB PH PS RA RF RW SE SU SA SH SV SK SO VE WA

	WP
Lumber Dealers Supply Inc.	AD AL CE CL CT FA HA HB IL LM LA MO PA SE SH VE WP
Badger Corrugating Co.	AD AL CA CO DG DM DW FA FI HB IL LH LS LR MI PB PI PS RC RA RF RM SU SA SV SK VE WA WP WV WW
Jaeckle Wholesale Inc.	
Insulation & Supply Co. Inc.	AD ED FA GY HC LM SO TL CR
Gossen Corporation	MI MO WP
Milwaukee Building Supply Company	
Alpine Plywood Corporation	LM ME PB PH PS SO
ABTco INC.	AD HA MO PA SU SH SV
Millfab Incorporated	MI MO PA VN
Ranco Systems Inc.	

Région du Sud-Est

Société	
HGH Hardware Supply Inc.	
Trend Distributors	AB AD CL DW FA HC HB TL
Tech Products	CA CT CC HC LM ME PB PH SO
Nailite International Inc.	SV
Jacaranda Inc.	VN
Florida Laminate and Materials Inc.	AD CA CC DW HC LM ME PB PH SO
Cabinetware Inc.	
Siro Designs Inc.	HC
Celotex Corporation	CE GY IL RA RF
Rugby Building Products Inc.	AD AL CA CE CT DF DG DM DW FA FE FI FH FR GX GY HA HB IL LH LS LR MI MO PA PB PI PH PS RC RA RF RW RM SE SU SA SH SV SK VE WA WC WP WM WV WW
Hettich America L.P.	DF FA HC HB LI
JGA Corporation	AD FA GY IL RC RA RF RW RM SH SV SK VE WP WV
Morrison Supply Co. Inc.	AB AD CC ED FA HC LM MO SO ST TL
Meyer USA Inc.	AB AD CA CT CC HA HC LM LH LS ME MO PB PH PS SO ST TL
Furniture Care Supplies	AB FN
Cellwood Products Subsidiary of Alcoa Building Prod.	SU VE
Moultrie Manufacturing Company	FE CM AR PV
Hera Lighting L.P.	LI
Dixie Plywood & Lumber Company	ED HA LH LS LR ME PB PH PS SH SV WA
Building Suppliers Corporation	
Tenneco Building Products	AL IL WP
Prinsho Products Inc.	AB AD CT FA HC LM LH PB PH SO
Charlotte Hardwood Center Inc.	AB AD CC ED FA FH HA HC HB LM LH ME MO PB PH PS
Interstate Distributors of Dunn Inc.	AD AL CE CO DF DW FA FH GY HA HC HB IL LM MO PA PH RF SU SH SK VE
Best Distributing Company	FE FI IL RA RF RM SV SK WP
Mepla-Alfit Inc.	CC HC LI
Fulterer USA Inc.	CC CL HC KA
Deerwood Fasteners International	FA
Grass America Inc.	FA HC
Peter Meier Inc.	CC HC KA LM LH ME PB PH PS
Eurodrawer Inc.	DS
Veneer Technologies Inc.	
Wood Technology Inc.	CL FA HC KA
Homeside Building Products Inc.	RC SA SV
Carolina Nail Inc.	FA
Carolina-Atlantic Distributors Inc.	CE GY IL RF VE

Julius Blum Inc.	HC HB
Unifix Indus. & Com. De Produtos Para Moveis	
Formica De Puerto Rico	
Alpine Sales Inc.	AB AD CT CC ED FA HC LM PB SO ST TL
Diamond Hill Plywood Co.	AD CE HA HC IL LH LM LS ME MO PA PB PH PS SH ST WA
Enterprise Computer Systems Inc.	
National Cabinet Lock Waterloo Furniture Components	CC HC CB
Glasteel Inc.	FP
Porter-Cable Corporation	AB FA TL
Dealers Warehouse Corp.	AD CE CT DF DG DM DW FI IL MI MO PA RF RW SU SH SV SK ST VE WM WW
Allvan Corporation	
Interstate Plywood Company LLC	
Nustone Distributing Inc.	SO
Reemay Inc.	AL GX LA

Région du centre des États-Unis

Société																											
E.I. Dupont De Nemours & Co. Inc. Fibers Dept.	AL	CT	GX	LA	WB																						
Uniboard Canada U.S.A. Div.	CT	ME	PB	LM	FB	VN																					
Clendenin Bros. Inc.	FA	PR																									
Lenmar Coatings	ST																										
Transportation Management Co.																											
Roof Center Inc., The	RC	RA	RF	RW	SV	SK	TL	VE	WP	WV																	
Carapace Corp., The																											
Pennsylvania Supply & Mfg. Co.	AD	IL	PI	RC	RA	RF	RM	SK	SV	WV																	
Roland & Roland Inc.	AD	CT	ED	FF	FR	HC	LI	LM	ME	MO	PB	PH	SI	SO	ST	VE											
Distributor Services Inc.																											
Bennett Supply co.	AD	AL	CE	FA	FH	HC	LM	LS	ME	MI	MO	PA	PB	PH	RW	SO	ST	WW	CR								
Soult Wholesale Co.	CE	DF	DG	DW	FE	GY	HA	HB	IL	LS	LR	MI	MO	PA	RC	RA	RF	SU	SH	SV	VE	WV	WW				
Simon Building Products Inc.	AD	AL	DM	DW	FA	IL	RC	RA	RF	SU	SA	SK	ST	TL	VE	WV											
Apex Building Products Co.	AD	CA	CE	CL	CO	DM	FI	IL	LR	MO	PA	PH	RC	RA	SE	SU	SV	ST	VE	WP	WM	WV					
Armstrong World Industries Inc.	CE																										
Eastern Distributors Co. Inc.	AL	CA	CE	CT	DM	LA	MO	PA	RF	SU	WW																
Clark Deco Moldings Inc.	AD	CL	CC	FA	HC	KA	MO	SE	TL																		
Babcock Lumber Company	AL	CE	CT	DM	DW	GY	HA	LM	LH	LS	LR	ME	MI	PB	PH	PS	RA	SI	SH	SV	SO	WA	WV				
Russell Plywood Inc.	AD	CC	ED	HA	ME	PB	PH	PS	SE																		
C.H. Briggs Hardware Co. Inc.	AB	AD	CL	DW	ED	FA	HC	HB	LM	MO	SO	ST		TL	VE												
Edgemate Inc.	AD	ED	ME																								
Keystone Building Products Inc.	CC	DM	RF	SU	SV	SK	VE	WV	WW																		
Stelwagon Manufacturing Co.	AD	FA	IL	RC	RA	RF	RM	SA	SV	SK																	
Certainteed Corp. Shelter Materials Group	FE	IL	RA	RF	SV	VE	WV																				
Ashland-Davis Co.	SV																										
Wolf Organization, The	CA	CE	CT	FE	FC	FR	IL	MO	PA	PS	RC	RA	RF	SU	SV	SK	VE										
Alliance Products Co.	AB	AD	ED	FA	HA	HC	LM	LH	ME	PB	PH	PS	SO														
Chesapeake Hardwood Products Inc.	CC	FH	PA	PH	WC																						
Rocco Building Supplies Inc.	AD	AL	CA	CE	CL	CO	CT	DG	DM	DW	FI	HB	IL	LA	MO	PA	RC	RF	RM	SU	SA	SH	SV	SK	VE	WP	WV
Signature Kitchens	CA	CT	MI																								
Central Wholesale Supply Corporation	AB	AD	HC	LM	LH	ME	PB	PH	PS	SO																	
Reico Distributors	AD	CA	FF	LM	SO																						
Trex Company	FE	LC																									
Timberlake Cabinet Company	CA																										
Cabinet Supplier Inc.	AB	AD	CA	CT	HC	LM	SO	VE	WC																		
Wheeling Corrugating Company																											

Région du Nord-Est

Société	
HDI (Hardware Designers Inc.)	HC HB
Eclipse Inc.	
I.T. Dealers Supply Inc.	AD AL CE CO DM FA FE HA HB IL LM PI RC RA SU ST TL VE WM
Kilstrom Distribution Inc.	SO
Raybern Company, The	AB AD CL FR HC HB KA LM LI MO PB SE SI ST TL SR
Colonial Bronze Company, The	HC HB
Connecticut Plywood Corp.	AD ED HC LM ME PB PH PS SO
Bilco Company, The	DM WN
Allied Plywood Corp.	CT CC ED HA HC LM LH ME MP PB PH PS SO
Gloucester Co. Inc.	AD WP
TACC International Corp.	AD
Atlantic Plywood Corp.	AD CT ED HA HC LM ME PB PH PS SE SO
Pionite Decorative Surfaces	ED LM FS SO EG
Dion Distributors	AP CA FR SO
Saxonville USA	
Chicago Metallic Corp.	CE WC RA RF RW
Bradco Supply Corp.	
Roofers Supplies	IL PS RC RA RF SU SA SV SK
Karnak Corporation	AD RA RF RM RO WP FD
Allied Building Products Corp.	CE DM GY IL LH RA RF RW SV WP WV WW
Fabricators Supply Co.	AD HC LM
Ply*Gem Manufacturing	CL CC FH HA PA PH SE
Universal Supply Co. Inc.	
Myles F. Kelly Inc.	AD DM FA PH RC RF SU SA SV WV WW
Laminated Plastics Inc.	ED LM
Atlantic Hardware Corporation	CL CC FA HC LI
Fessenden Hall Inc.	AB AD FA HC LM ME PH SE SI SO TL
Outwater Hardware Corporation	AB AD CC ED FA HC HB
Homasote Co.	IL
Roberts Plywood Co. Div. Of Die Boards	ED LM ME PB PH
F.W. Honerkamp Co. Inc.	
Flushing Supply Corp.	CE FA GY HA IL LS PA PB PI PS
Eveready Hardware Mfg. Co. Inc.	AB AD CL CC ED FA HC HB LI MO
Plywood Plastics Inc.	CE CT DM ED HA HC LM ME PB PH SE SO
Pierce & Stevens Corp.	

M.L. Campbell	ST
Berenson Corp.	FA HC KA
BHK of America Inc.	CT CC DW
A.L. Liebman	HC
Allied Hardware	AB AD FA HC HB TL
Amana Tool Corp.	
Mechanics Building Materials Co. Inc.	AD HC LM SO ST
Classic Brass Inc.	
Plunkett-Webster Inc.	AL FH GX LA LH LS LR MO WW SV CN
Erie Materials Inc.	AD FA MI PB PS RC RA RF RM SH SU SV SK TL VE WV WW
Winde-McCormick Laminates Inc.	AD FA HC HB LM MO PA PB SO LF

18.3 Code des produits offerts par les distributeurs

Source : www.nbmda.org/directory

Code	Description
AB	Abrasifs
AD	Adhésifs, produits de calfeutrage
AL	Pare-vent
AP	Électroménagers
AR	Rampes en aluminium
AS	Sous-face en aluminium
BV	Parements de brique et de magasins
CA	Armoires et meubles-lavabos
CB	Serrures d'ébénisterie
CC	Éléments d'armoire
CE	Systèmes de plafonds
CL	Systèmes de placards / rangement
CM	Colonnes
CN	Fibrociment
CO	Produits en béton
CR	Carreaux de céramique
CT	Comptoirs
DF	Portes — pliantes
DG	Portes — garage
DM	Portes — métal
DS	Coulisses de tiroirs
DW	Portes — bois
ED	Placage de champ
EG	Bordures
FA	Attaches / clous / vis
FB	Carton-fibre
FC	Revêtements de sol — tapis

FD	Tissus
FE	Clôturage
FF	Robinets et raccords
FH	Revêtements de sol — bois dur
FI	Foyers
FL	Limes
FN	Réparation de meubles
FP	Produits en plastique renforcé de fibre de verre
FR	Revêtements de sol — élastiques
FS	Solins
GB	Poutres lamellées-collées
GX	Géotextiles
GY	Produits de placoplâtre
HA	Panneaux de fibres durs
HB	Quincaillerie — constructeurs
HC	Quincaillerie — armoires
HO	Homosote
IJ	Solives en I
IL	Isolation
KA	Accessoires de cuisine
KE	Kerfkore
LA	Tissus d'aménagement paysager
LC	Bois d'œuvre — composite
LF	Revêtements de sol lamellés
LH	Bois d'œuvre — bois dur
LI	Éclairage
LM	Lamellés
LP	Lamellés de contreplaqué
LR	Bois d'œuvre — traité
LS	Bois d'œuvre — bois tendre
LT	Lattis

LV	Évents à lames
MD	Moulures de parement de portes
ME	Mélamine
MF	Solins et lisières en métal
MI	Menuiserie
MO	Moulures
PA	Panneautage
PB	Panneaux de particules
PH	Contreplaqué — bois dur
PI	Tuyaux / raccords
PL	Lattis en plastique
PR	Rivets aveugles
PS	Contreplaqué — bois tendre
PV	PVC
RA	Toiture — asphalte
RC	Produits d'écoulement de la pluie
RF	Toiture — fibre de verre
RL	Rouleaux
RM	Toiture — métal
RO	Revêtements de toiture
RT	Toiture — tuiles
RW	Toiture — bois
SA	Parements — aluminium
SC	Accessoires de parement
SE	Rayonnage
SH	Parements — panneaux de fibres durs
SI	Éviers
SK	Lanterneaux / tabatières
SL	Parois à fentes
SO	Matériaux à surface solide
SP	Produits de rangement

SR	Matériel de pulvérisation
ST	Teintures / enduits / peintures
SU	Persiennes
SV	Parements — vinyle
TA	Tambours
TL	Outils (électriques / stationnaires)
VE	Systèmes de ventilation
VN	Placage
WA	Panneaux de grandes particules
WB	Parois résistant aux intempéries
WC	Revêtements muraux
WE	Produits d'extérieur en bois spéciaux
WL	Lamellés de bois
WM	Fenêtres — métal / serre
WN	Caisses de soupirail et couvercles
WO	Machinerie de travail du bois
WP	Produits d'imperméabilisation
WV	Fenêtres — vinyle
WW	Fenêtres — bois

19.0 COORDONNÉES DES REPRÉSENTANTS OU AGENTS DES FABRICANTS PAR RÉGION

Source : www.nbmda.org/directory

Région du Nord-Ouest

Société	Adresse	Ville	État	Zip	Téléphone
Johns Manville	P.O. Box 5108	Denver	CO	80217	800 654-3103
Wall Technology	2750 Industrial Lane	Broomfield	CO	80020	303 466-3700
Evergreen Solutions, Inc.	P.O. Box 2649	Evergreen	CO	80437	303 567-0879
Thomas Deir Studios	322 Aoloa St. Suite 1208	Kailua	HI	96734-3015	808 263-4043
Boise Cascade	P.O. Box 62	Boise	ID	83707	208 384-4869
Trus Joist MacMillan	200 E. Mallard Dr (83706) P.O. Box 60	Boise	ID	83707	208 364-1200
Boise Cascade Engineered Wood Products	P.O. Box 50	Boise	ID	83728-0001	800 232-0788
Ventura/Deeter International	2712 N. Green Valley Parkway#104	Henderson	NV	89014	702 565-3875
Louisiana-Pacific Corporation	111 SW Fifth Avenue Suite 4200	Portland	OR	97204	503 221-0800
Jamsill Inc.	P.O. Box 485	Talent	OR	97540	800 526-7455
Jeld-Wen	3250 Lakeport Blvd	Klamath Falls	OR	97601	541 882-3451
Purdy Corporation	13201 N Lombard St.	Portland	OR	97203	503 286-8217
Supra Products	4001 Fairview Industrial Drive SE	Salem	OR	97302	800 547-0252
Lifetime Products	Bldg. D-11, Freeport Ctr. PO Box 160010	Clearfield	UT	84016	801 776.1532
Fields Company, LLC	2240 Taylor Way	Tacoma	WA	98421	800 627-4098
Potlatch Corporation	W, 201 North River Dr., suite 380	Spokane	WA	99201	509 326-8851
Potlatch Corporation (suite)					
Regal Aluminum Products	1808-Railroad Avenue	Mount Vernon	WA	98273	800 819-4344
DeWils Industries, Inc.	6307 NE 127th Ave.	Vancouver	WA	98662	360 892-0300
Creative Tile Tops	P.O.Box 820	Monroe	WA	98272	360 7943882
Baklund-Hellar, Inc	Rt. 1 Box 623	Eastsound	WA	98245	360 376-6162
Vent-Axia Ventilation	Coast Products, Inc. 954 Elliott Ave. West	Seattle	WA	98119	206 285-5120
Swedeco Wood Floors	1210 South Bailey	Seattle	WA	98115	206 767-4780
Enviro-Chem	4 West Rees Post Office Box 1298	Walla Walla	WA	99362	509 522-0490

Région du Sud-Ouest

Société	Adresse	Ville	État	Zip	Téléphone
Ventura/Deeter International	1641-25 McCulloch Blvd.#203	Lake Havasu City	AZ	86403	520 855-9683
Minuteman Remodeling Estimator	4420 W. Avenida del Sol	Glendale	AZ	85310	602 587-7472
SPRAYTEX, Inc.	23679 Calabasas Rd., Suite 510	Calabasas	CA	91302	818 222-3525
R. A. Jenson Manufacturing Co.	1337 Van Dyke Ave.	San Francisco	CA	94124	408 395-7777
Cris-Metal of America	4649 West Rosecrans Ave	Hawthorne	CA	90250	310 679-5560
Maasdam Pow'r-Pull, Inc	2212 Kenmere Ave	Burbank	CA	91504	818 845-8769
Lido Bungee Corporation	12350 E Montague Street	Pacoima	CA	91331-2223	818 899-8090
Triad Systems Corporation	3055 Triad Drive	Livermore	CA	94550	510 449-0606
Bay Cities Metal Products	301 East Alondra Boulevard	Gardena	CA	90248	310 660-0351
International Extrusion Corporation	1000 South Meridian Avenue	Alhambra	CA	91803	626 576-2424
WhiteRock Corporation	12345 Slauson Avenue	Whittier	CA	90606	562 693-7030
MTS Gloves by MTS Supply Company	PO Box 188	Cedar Ridge	CA	95924	530 477-0892
Allied International	13207 Bradley Ave.	Sylmar	CA	91342	818 364.2333
Team Efforts Company	1501 Jackson St.	Oakland	CA	94621	510 268-1167
Pacific Woodhawk,Inc.	600 West Minthorn P.O. Box 1452	Lake Elsinore	CA	92531	909 674-7794
Wellmade Products Company	421 Pendleton Way	Oakland	CA	94621	510 562-1878
Crawford Products Co., Inc.	419 South Park Avenue	Montebello	CA	90640	213 721-6429
Interlock C.P.T.	1152 Tourmaline Drive	Newbury Park	CA	91320	805 499-8780
BGI Portapath	PO Box 599	Madera	CA	93639	800 472-5260
Alpan, Inc.	425-I Constitution Avenue	Camarillo	CA	93012	805 383-8880
Belkin Components	501 West Walnut Street	Compton	CA	90220	310 898-1100
Rat Zappers, The	1860 Eastman Ave. Bldg 111	Ventura	CA	93003	805 654 1117
Pemko Manufacturing Co.	4226 Transport Street P.O. Box 3780	Ventura	CA	93003	805 642-2600
Rothenberger USA, Inc.	955 Monterey Pass Road	Monterey Park	CA	91754	213 268-1381
US Blinds	6915 E.Slauson Ave.	Commerce	CA	90040	888 900-2546
Contractors Wardrobe Inc.	26121 Ave. Hall	Valencia	CA	91355	805 257-1177
Decra-Mold	P.O. Box 75248	Oklahoma City	OK	73146	800 654-4535
Oklahoma Steel And Wire	PO Box 220 HWY 70 South	Madill	OK	73446	580 795-7311
Best Electric & Hardware	3647 S. Peoria	Tulsa	OK	74105	918 743-3763
Macklanburg-Duncan Co.	4041 N Santa Fe	Oklahoma City	OK	73125	800 654-8454
Macklanburg-Duncan Co. (suite)					
MAPEI Corporation	1501 Wall Street	Garland	TX	75041-4046	800 704-7986
Wilsonart International Inc.	2400 Wilson Place P.O. Box 6110	Temple	TX	76503-6110	254 207-7000
Texas Industries	1341 West Mockingbird Lane	Dallas	TX	75247	972 647-3741
Allmet Building Products	227 S. Town East Blvd.	Mesquite	TX	75149	972 800 827-6045

Rmax, Inc.	13524 Welch Road	Dallas	TX	75244	800 527-0890
Pavestone Company	4835 LBJ, #700	Dallas	TX	75244	972 404-0400
Winto Tile/Swiff-Train Company	P O Box 9095 2500 Agnes	Corpus Christi	TX	78469-9095	512 8831706
Steves and Sons	P.O. Drawer S	San Antonio	TX	78211	210 924-5111

Région du Midwest

Société	Adresse	Ville	État	Zip	Téléphone
Glentronics, Inc.	2053 John's Dr.	Glenview	IL	60025	847 998-0466
Libman Company, The	220 N. Sheldon	Arcola	IL	61910	217 268-4200
H. D. Hudson Mfg Co	500 N. Michigan Ave	Chicago	IL	60611-3748	312 644-2830
UniFlame	1817 N. Kenosha Road	Zion	IL	60099	847 731-8643
dee Concrete Accessories	7350 W. Montrose Ave.	Norridge	IL	60634	708 452-0250
Warp Brothers	4647 W. Augusta Blvd.	Chicago	IL	60651	773 261-5200
B&K Industries, Inc.	2600 Elmhurst Road	Elk Grove Village	IL	60007	847 773-8585
Duo-Fast Corporation	Quality Drive	Huntley	IL	60142	847 669-7300
Bosch Power Tools	4300 W. Peterson	Chicago	IL	60646	773 286-7330
Skil Power Tools	4300 W. Peterson	Chicago	IL	60646	773 286-7330
Bird-X, Inc.	300 N. Elizabeth St.	Chicago	IL	60607	312 226-2473
True Blue Company, The	301 North Hoyne Avenue	Chicago	IL	60612	312 850-9100
Sturdy Structures, Inc.	570 Joyce Rd.	Joliet	IL	60436	888 934-6776
DLoG Inc.	Suite 105 2300 N. Barrington Rd	Hoffman Estates	IL	60195	847 519-1616
Maze Nails	100 Church Street P.O. Box 449	Peru	IL	61354	815 223-8290
Pro Tect Associates	1742 Harding Road P.O. Box 8382	Northfield	IL	60093	800 545-0826
United States Gypsum Company	125 S. Franklin St.	Chicago	IL	60606	312 606-4000
Whalen Mfg. Co., Inc	1270 E Murray St	Macomb	IL	61455	309 836-1438
HomeCrest Cabinetry	P.O. Box 595 1002 Eisenhower Dr N	Goshen	IN	46527	219 533-9571
Diamond Handiwire / Essex	1710 Wall Street P.O. Box 1710	Fort Wayne	IN	46802	800 348-4616
Hartson Kennedy Cabinet Top Co., Inc.	P.O.Box 3095 522 West 22nd Street	Marion	IN	46953	765 668-8144
R.A.CURRENT	P.O. Box 4017	Elkhart	IN	46514	219 262-2932
Williams Manufacturing Corporation	PO Box 319	Carmel	IN	46060	317 573-9571
Pennington Hardwoods - Flooring & Lumber	1514 Cliftwood Drive	Clarksville	IN	47129	812 949-7004
Craft Diston Industries / Work Right Products	P.O. Box 8106	Wichita	KS	67208	316 838-4291
Rev-A-Shelf	2409 Plantside Dr.	Louisville	KY	40299	502 499-5835
Knape & Vogt	2700 Oak Industrial Dr., NE	Grand Rapids	MI	49505	616 459-3311
Windquest Companies Inc.	3311 Windquest Drive	Holland	MI	49424	616 399-3311
Specialty Environmental Technologies, Inc.	4520 Glenmeade Lane	Auburn Hills	MI	48326	248 340-0400
Genova Products, Inc.	7034 E. Court	Davison	MI	48423	810 744-4500
Handy Home Products	6400 East 11 Mile Rd.	Warren	MI	48091-4101	810 757-2828
Peerless Chain Company	1416 E. Sanborn	Winona	MN	55987	507 457-9100
Cargill Salt	PO Box 5621	Minneapolis	MN	55440	888 385-7258
Toro/Hardie Irrigation	8111 Lyndale Ave. South	Bloomington	MN	55420-1196	800 231 5117
Emplast	950 Lake Drive	Chanhassen	MN	55317	612 975-3500

Warner Tools	13435 Industrial Park Blvd	Minneapolis	MN	55441	612 559-4740
Bondex International, Inc.	3616 Scarlet Oak Blvd.	Saint Louis	MO	63122	314 225-5001
Laclede Chain Mfg. Co.	One Metropolitan Square Suite 1500	Saint Louis	MO	63102	314 425-1540
Mr. Spindle	503 East Main Street	Chaffee	ND	58014	800 487-9663
Sophir Morris Paint	2702 Douglas St. P.O. Box 31015	Omaha	NE	68131	402 345-3536
Vital Applications Company	14501 Industrial Ave South	Cleveland	OH	44137-3273	216 663-2800
OSI Sealants, Inc.	7405 Production Drive	Mentor	OH	44060	440 974-8352
Halex	23901 Aurora Road	Bedford Heights	OH	44146	440 439-1616
Lamson Home Products	25701 Science Park Drive	Cleveland	OH	44022	800 321-1970
Lamson Home Products (suite)					
Hillman Group, The	10590 Hamilton Ave. P.O. Box 31012	Cincinnati	OH	45231-0012	513 851 4900
Ameritool	16741 West Park Circle Drive	Bainbridge	OH	44023	216 543-2600
Schrock Cabinet Company	6000 Perimeter Drive	Dublin	OH	43026	614 792-4972
Western Building Products, Inc.	7600 Colerain Ave.	Cincinnati	OH	45239	513 931-6300
RB Manufacturing Co.	4101 Venice Road	Sandusky	OH	44870	800 863 5817
Steel City Corp	190 N. Meridian Rd.	Youngstown	OH	44501	330 792-7663
Encore Industries, Inc.	4707 Hayes Avenue	Sandusky	OH	44870	419 626-3032
Manco, Inc.	32150 Just Imagine Drive	AVON	OH	44011	440 937-7000
Manco, Inc. (suite)					
Elgar Products, Inc.	5250 Naiman Pkwy	Cleveland	OH	44139	440 349-2297
Designer Doors, Inc.	4810 St. Rt. 7	Burghill	OH	44404	330 772-6391
Flood Company	P.O. Box 2535 1212 Barlow Rd.	Hudson	OH	44236-0035	800 356-6346
Sunworthy Wallcoverings	1280 North Grant St.	Columbus	OH	43201	614 297.6027
Pakmix, Inc	873 Western Ave.	Toledo	OH	43609	419 241-9039
Alby Materials, Inc.	32409 High Drive	Burlington	WI	53105	414 534-5144
Milwaukee Electric Tool Corporation	13135 W. Lisbon Rd	Brookfield	WI	53005	414 781-3600
Generac Portable Products	P.O. Box 239 One Generac Way	Jefferson	WI	53549	920 674-3750
Woodmaster Foundations, Inc.	P. O. Box 66 845 Dexter Street	Prescott	WI	54021-0066	715 262-3655
Ensley Tool Division/Rothenberger USA	110 Washington Street	Winneconne	WI	54986	920 582-9600
Chapiewsky INC.	1906 Commercial St. P.O. Box 190	Bangor	WI	54614-0190	608 486-2231
Lavelle Industries, Inc.	665 McHenry Street	Burlington	WI	53105	414 763-2434

Région du Sud-Est

Société	Adresse	Ville	État	Zip	Téléphone
HB&G Inc.	1015 Brundidge Blvd. PO Box 549	Troy	AL	36081	334 566-5000
UDA Construction Technologies	617 Stage Road PO Box 1108	Auburn	AL	36830	334 821-4158
UDA Construction Technologies (suite)					
Chromalox: Wiegand Appliance Division	1199 County Road 9 P.O. Box 1439	Vernon	AL	35592	205 695-7183
Cerrowire & Cable	1099 Thompson Rd.	Hartselle	AL	35640	205 773-2522
Cris-Metal	2226 Mears Parkway	Margate	FL	33063	954 957-9202
Asphalt Research Technology, Inc.	14005 NW 186th St.	Miami	FL	33018	305 829 7747
Premdor Corporation	1 North Dale Mabry, Suite 950,	Tampa	FL	33609	813 877-2726
Antelco Micro Irrigation	878 Waterway Place	Longwood	Fl	32750	407 331-0699
DOC-BOX Company	PO Box 1829 111A Dunbar Ave.	Oldsmar	FL	34677	813 800 223-5897
Brockie International, Inc.	305A North Highway 27	Clermont	FL	34711	352 242-0400
Flamco	6940 Stuart Avenue P O Box 6310	Jacksonville	FL	32236	904 783-8400
Q.E.P. Co., Inc.	1081 Holland Drive	Boca Raton	FL	33487	561 994-5550
Milliken & Company	201 W. Lukken Dr.	Lagrange	GA	30240	706 1-800 241-8666
Cellofoam North America Inc	P.O. Box 406	Conyers	GA	30012	800 241-3634
Hoover Treated Wood Products, Inc.	P.O. Box 746	Thomson	GA	30824	800 832-9663
Short & Paulk Truss Plant	910 South Main Street P.O. Box 148	Tifton	GA	31794	912 382-2314
Short & Paulk Truss Plant (suite)					
Oldcastle Inc	375 Northridge Rd., Ste 375	Atlanta	GA	30350	770 804-3363
Oldcastle Inc (suite)					
Deckspert Collection	906 Ball Street	Perry	GA	31069	888 780-6058
Mellco, Inc.	906 Ball Street P.O. Drawer C	Perry	GA	31069	800 866-1414
Distribution Synergies Inc	1111 Alderman Drive Suite 210	Alpharetta	GA	30005	770 663-8886
TrimJoist Corporation	P.O. Drawer 2286 5146 Hwy 182 East	Columbus	MS	39704	662 327-7950
Stillwater Products, Inc.	PO Box 1410 400 Commerce St	Brevard	NC	28712	800 326-5355
Liberty Hardware Mfg.	314 South Chimney Rock Road	Greensboro	NC	27409	336 294-5105
Regent Lighting Corporation	2611 La Vista Drive PO Box 2658	Burlington	NC	27216	336 226-2411
General Marble Company	350 North Generals Blvd.	Lincolnton	NC	28092	704 732-5000
Vengeance Creek Stone, Inc.	P O Box 186 9289 West US Highway 64	Murphy	NC	28906	828 644-9011
Clift Industries, Inc.	PO Box 67153	Charlotte	NC	28226	704 752-0031
JM Huber Corporation	10925 David Taylor Dr. Suite 300	Charlotte	NC	28262	704 1-800 933-9220
Southern Truss and Components	190 Gillis Road	Fayetteville	NC	28306	910 875-7575
Porta-Nails, Inc.	PO Box 1257	Wilmington	NC	28402	910 762-6334
Screen Tight	One Better Way	Georgetown	SC	29440	843 527-7658
Colwood Pressure Treated Lumber	P.O. Box 23289	Columbia	SC	29224	803 788-5033

Aqua Glass Corp	P.O. Box 412 Industrial Park	Adamsville	TN	38310	901 632-0911
Davidson Ladder	700 Swan Drive	Smyrna	TN	37167	615 459-6094,126

Région du centre du littoral de l'Atlantique

Société	Adresse	Ville	État	Zip	Téléphone
DAP, Inc.	2400 Boston St.	Baltimore	MD	21224	410 675-2100
Tenax Corporation	4800 East Monument Street	Baltimore	MD	21205	410 522-7000
Tenax Corporation (suite)					
Baltimore Tool Works	1110 Race St. PO Box 27149	Baltimore	MD	21230	410 752-5297
Werner Ladder Company	93 Werner Road	Greenville	PA	16125-9499	724 588-8600
Amerimax Home Products	P. O. Box 4515	Lancaster	PA	17604	800 347.2586
Weaber, Inc.	RR #4 Box 1255	Lebanon	PA	17042	717 867-4693
Novelty Mfg.	1330 Loop Road	Lancaster	PA	17601	17601 717-392-1128
Adams Mfg. Corp.	109 West Park Road P.O. Box 1	Portersville	PA	16051	724 368-8837
Adams Mfg. Corp. (suite)					
United Gilsonite Laboratories	P.O. Box 70	Scranton	PA	18501-0070	717 344-1202
Channellock, Inc.	1306 S. Main Street	Meadville	PA	16335	800 724-3018
SFS Plumbing	PO Box 247	Narberth	PA	19072	800 523-1268
Benjamin Obdyke Incorporated	65 Steamboat Drive	Warminster	PA	18974	215 672-7200
Alum-A-Pole Corporation	1011 Capouse Avenue	Scranton	PA	18509	717 969-2299
Accu-Weld	1211 Ford Road	Bensalem	PA	19020	215 245-6050
Ondura Roofing Products	4994 Ondura Drive	Fredericksburg	VA	24407	540 898-7000
Marley Mouldings	PO Box 610	Marion	VA	24354	540 783-8161
Appalachian Woods	Rt. 1 Box 626	Stuarts Draft	VA	24477	540 337-1801

Région du Nord-Est

Société	Adresse	Ville	État	Zip	Téléphone
Bilco Company, The	37 Water Street	West Haven	CT	06505	203 934-6364
Roebic Laboratories, Inc	25 Connair Road PO Box 927	Orange	CT	06477	203 795-1283
Pole Hoist Corporation, The	P.O. Box 845	Vernon	CT	06066	860 870-8400
Verilux Inc.	9 Viaduct Road	Stamford	CT	06907	203 921-2430
Gordon Corporation, The	170 Spring St.	Southington	CT	06489	860 628-4775
Stanley Works, The	1000 Stanley Dr.	New Britain	CT	06053	860 225-5111
Tru-Fit (division industrielle)	330 Lynnway	Lynn	MA	01901	800 592-6544
Mayhew Tools	P.O. Box 68	Shelburne Falls	MA	01370	413 625-6351
Boston Retail Products Corp.	400 Riverside Avenue	Medford	MA	02155	781 395-7417
Fiberlock Technologies, Inc.	630 Putnam Ave.	Cambridge	MA	02139	617 876-8020
American Manufacturing Corporation	254 Bodwell Street	Avon	MA	02322	508 888-586-9000
American Manufacturing Corporation (suite)					
Rugg Manufacturing Company	105 Newton Street PO Box 507	Greenfield	MA	01301	800 633-9772
JIL Industries	184 Charles Street	Malden	MA	02148	800 876-8060
Hyde Manufacturing Company	54 Eastford Rd.	Southbridge	MA	01550	508 764-4344
Parks Corporation	1 West St.	Fall River	MA	02720-1336	508 679-5938
Kevlaur Industries, Inc.	P.O. Box 157 Champlain St.	Van Buren	ME	04785	207 868-2761
Kevlaur Industries, Inc. (suite)					
Phoenix Lock Company, Inc.	321 Third Ave.	Newark	NJ	07107	973 483-0976
Secura-Seal Corp.	6940B Central Hwy.	Pennsauken	NJ	08109	609 488-1630
Demountable Concepts, Inc.	112 Maple Leaf Court	Glassboro	NJ	08028	609 863 0900
CEO, INC.	58 Schlosser Drive	Rochelle Park	NJ	07662	201 226-9537
Ambrose Associates, Inc.	1200 South Church Street -Suite 9	Mt. Laurel	NJ	08054	856 727-1818
X-10 (USA) Inc.	91 Ruckman Road Box 420	Closter	NJ	07624	201 784-9700
Ercon, Inc.	275 North Franklin Tpk. PO Box 369	Ramsey	NJ	07446-0369	201 327-1919
American Standard	One Centennial Avenue P.O. Box 6820	Piscataway	NJ	08855-6820	732 980-3000
Karp Associates Inc	54-54 43rd Street	Maspeth	NY	11378	718 784-2105
Village, Division of FSC Wallcoverings	79 Madison Avenue 6th Floor	New York	NY	10016	212 213-7909
SATCO Products, Inc.	100 Heartland Blvd.	Brentwood	NY	11717	516 243-2022
OXO	75 Ninth Ave.	New York	NY	10011	212 242-3333
Shur-Line	P.O. Box 285 2000 Commerce Parkway	Lancaster	NY	14086-0285	716 683-2500
Handy Hardware Corp.	P.O. Box 7268	Freeport	NY	11520	516 378-3000
FSC Wallcoverings	79 Madison Avenue 6th Floor	New York	NY	10016	212 213-7900

Région du Nord-Ouest

Société	Produits	Adresse URL
Johns Manville	Matériaux de construction, toiture commerciale et industrielle, armatures et médias filtrants	www.jm.com
Wall Technology	Systèmes de murs et de plafonds acoustiques personnalisés	www.walltechnology.com
Evergreen Solutions, Inc.	Produits de plastique, accessoires d'installation de murs secs	www.evergreen-solutionsinc.com
Thomas Deir Studios	Carreaux de céramique, carreaux décoratifs	www.home1.gte.net/dijohn/tile1.htm
Boise Cascade	Matériaux de construction tels que le contreplaqué, les PPO, le bois d'oeuvre, les poutres et les panneaux de particules	www.bc.com
Trus Joist MacMillan	Bois de haute technologie	www.tjm.com
Boise Cascade Engineered Wood Products	Produits de bois de haute technologie, systèmes de charpenterie simples	www.bcewp.com/index.htm
Ventura/Deeter International	Systèmes de verrouillage d'échelle	www.angelfire.com/nv/ladderlocks
Louisiana-Pacific Corporation	Matériaux de construction, pâte et produits de bois industriel	www.lpcorp.com
Jamsill Inc.	Seuils de porte et de fenêtre — solins en plastique moulé	www.jamsill.com
Jeld-Wen	Portes et fenêtres	www.doors-windows.com
Purdy Corporation	Outils de peinture faits à la main	www.purdycorp.com
Supra Products	Boîtes postales à clé	www.supra-products.com
Lifetime Products	Tables de pique-nique pliantes	www.lifetime.com
Fields Company, LLC	Revêtements multicouches, feutre saturé, asphalte SEBS, enduits asphaltiques, toiture et imperméabilisation	www.fieldscorp.com
Potlatch Corporation	Bois d'oeuvre dimensionné de plusieurs espèces, gamme complète de produits de cèdre, contreplaqué industriel, panneaux	www.potlatchcorp.com
Potlatch Corporation (suite)	de particules, panneaux de particules orientées, poteaux d'ossature murale, poteaux d'ossature murale assemblés par entures multiples	
Regal Aluminum Products	Systèmes de rampes en aluminium à assembler soi-même	www.regalrailing.com
DeWils Industries, Inc.	Armoires de cuisine et à encastrer	www.dewils.com
Creative Tile Tops	Dessus de meuble-lavabo à carreaux préassemblés	www.icestorm.net/creattiletop
Baklund-Hellar, Inc	Outils	www.center-point.com
Vent-Axia Ventilation	Ventilateurs Vent-Axia	www.coastproducts.com
Swedeco Wood Floors	Planchers de bois	www.swedeco.com
Enviro-Chem		www.e-chem.com

Région du Sud-Ouest

Société	Produits	Adresse URL
Ventura/Deeter International	Systèmes de verrouillage d'échelle	www.angelfire.com/biz/ladderlocks
Minuteman Remodeling Estimator	Systèmes de transformation et d'estimation	www.illusions.com/tnc
SPRAYTEX, Inc.	Produits de finition au pistolet	www.spraytexinc.ocm
R. A. Jenson Manufacturing Co.	Armoires de salle de bain	www.RAJenson.com
Cris-Metal of America	Armoires de salle de bain, miroirs, armoires à pharmacie et accessoires de salle de bain	www.cris-metal.com23U
Maasdam Pow'r-Pull, Inc	Palans tendeurs BEST Pow'R-Pulls, tendeurs de câble, outils de clôturage et articles connexes	www.maasdam.com
Lido Bungee Corporation	Élastiques, Bungeenets^{MC} et arrimages de courroies	www.lidobungee.com
Triad Systems Corporation	Conception, élaboration et entretien de systèmes et de solutions d'information de gestion	www.cci-triad.com
Bay Cities Metal Products	Produits de tôle à assembler soi-même, par ex. gouttières, descentes pluviales, raccords, bordures de toit, tuyaux d'évent, hottes aspirantes, garnitures de murs secs	www.baycitiesmetalproducts.com
International Extrusion Corporation	Extrudeuse de formes linéaires en aluminium, formes standard, matrices en aluminium, formes d'aluminium anodisé	www.IntlExtrusion.com/
WhiteRock Corporation	Broyeurs à déchets, éviers en acier inoxydable, grilles-paniers et robinets	www.whiterockcorp.com
MTS Gloves by MTS Supply Company	Gants de travail, de sport et de protection	www.mtssupply.com
Allied International	Outils à main et jeux d'outils	www.alliedtools.com
Team Efforts Company	Armoires de cuisine et de salle de bain en bois importées	www.teamcab@pacbell.net
Pacific Woodhawk,inc.	Produits d'aménagement paysager	www.pe.net/~pwi
Wellmade Products Company	Produits d'éclairage et de tôle	www.wlmd.com
Crawford Products Co., Inc.	Mastic pour les fenêtres ou les vitres et plâtre à reboucher sans additifs	www.crawfords.com
Interlock C.P.T.	Nécessaires de réparation des tuyaux en plastique	www.interlock-cpt.com
BGI Portapath	Systèmes de planchers mobiles pour patio, patio pour véhicule de plaisance. planchers de garage et voies d'accès de jardin	www.bomanite.com
Alpan, Inc.	Éclairage solaire pour le jardin, éclairage à basse tension, éclairage intérieur décoratif (EuroTec)	www.alpan.com
Belkin Components	Parasurtenseurs, rallonges	www.belkin.com
Rat Zappers, The	Appareils d'électrocution à taser pour les souris, les rats, les suisses et les écureuils	www.ratzapper.com
Pemko Manufacturing Co.	Fabricant de seuils de porte et de coupe-bise	www.pemko.com
Rothenberger USA, Inc.	Outils et machines de filetage, de cintrage, de découpage, d'installation et de réparation des tuyaux et des tubes légers	www.rothenberger-usa.com
US Blinds	Parures de fenêtres	www.usblinds.com
Contractors Wardrobe Inc.		www.contractorswardrobe.com
Decra-Mold	Moulures décoratives en bois, manteaux de cheminée	www.decramold.com
Oklahoma Steel And Wire	Produits de clôturage	www.oklahomasteel.com
Best Electric & Hardware	Pièces d'éclairage et de plomberie, quincaillerie	www.bestelec.com
Macklanburg-Duncan Co.	Produits d'imperméabilisation, couvre-joints de plancher et de tapis, produits de calfeutrage et de scellement, adhésifs,	www.mdteam.com
Macklanburg-Duncan Co. (suite)	niveaux et outils, formes de métal, enduits, adhésifs professionnels, couvre-joints de plancher professionnels	
MAPEI Corporation	Adhésifs, produits de scellement, produits chimiques	www.mapei.com
Wilsonart International Inc.	Matériaux lamellés et à surface dure pour comptoirs, armoires, accessoires et planchers	www.wilsonart.com
Texas Industries	Mélange de béton en sac	www.maximizer.txi.com

Allmet Building Products	Produits de patio	www.allmet.com
Rmax, Inc.	Produits de toiture et de revêtement à âme en mousse de polyisocyanurate	www.rmaxinc.com
Pavestone Company	Produits de béton segmentaires, production de pavé de béton et d'unités murales de soutènement	www.pavestone.comJU
Winto Tile/Swiff-Train Company	Revêtement de sol en carreaux de vinyle	www.wintontile.com
Steves and Sons	Systèmes de portes en bois	www.StevesDoors.com

Région du Midwest

Société	Produits	Adresse URL
Glentronics, Inc.	Pompes de puisard à batterie de secours et détecteurs d'eau	www.basementwatchdog.com
Libman Company, The	Balais, brosses et vadrouilles	www.mamalibman.com
H. D. Hudson Mfg Co	Pulvérisateurs grand public et professionnels	www.hdhudson.com
UniFlame	Accessoires pour le foyer et le jardin, grils et accessoires de barbecue	www.uniflame.com
dee Concrete Accessories	Tas du cloutier et formes d'acier pour l'industrie du béton	www.deeconcrete.com
Warp Brothers	Feuilles de plastique, trousses de matériaux thermorétractables pour isolation des fenêtres	www.warps.com
B&K Industries, Inc.	Produits de plomberie	www.bk-ind.com
Duo-Fast Corporation	Fabricant d'outils pneumatiques et d'attaches	www.DUO-FAST.COM
Bosch Power Tools	Outils électriques	www.boschtools.com
Skil Power Tools	Outils électriques, scies	www.skiltools.com
Bird-X, Inc.	Produits éloignant les oiseaux indésirables	www.bird-x.com
True Blue Company, The	Filtres à air résidentiels et industriels et produits connexes	www.trueblue.com/
Sturdy Structures, Inc.	Couvre-caisse de soupirail de sécurité	www.windowwell.com
DLoG Inc.	Logiciels et matériel pour le traitement en réseau à l'usine des machines et des postes de travail à commande numérique.U automatisée	www.jobpack.com/index.html
Maze Nails	Clous spéciaux pour la construction	www.mazenails.com
Pro Tect Associates	Produits de protection de surface	www.pro-tect.com
United States Gypsum Company	Construction de stuc synthétique, systèmes d'isolation et de finition d'extérieur d'aspect stuc imperméable	www.usgeifsnews.com
Whalen Mfg. Co., Inc	Whalen FirePit et autres produits d'extérieur de qualité	www.whalenco.com/
HomeCrest Cabinetry	Armoires	www.homecrestcab.com
Diamond Handiwire / Essex	Fils et câbles électriques	www.essexgroup.com
Hartson Kennedy Cabinet Top Co., Inc.	Comptoirs lamellés et produits de surface solide Cerata	www.hartsonkennedy.com
R.A.CURRENT	Produits de plomberie	www.tradezone.com/tradesites/RAC.html
Williams Manufacturing Corporation	Portes-moustiquaires rentrantes pour garages et vérandas	www.williamsmfgcorp.com
Pennington Hardwoods - Flooring & Lumber	Revêtemens de sol en bois dur solide de 3/4 po et bois d'oeuvre	www.pennwood.com
Craft Diston Industries / Work Right Products	Portes de douche, enceintes de baignoire et portes de garde-robe à miroir	www.craftdiston.com
Rev-A-Shelf	Accessoires d'armoires de cuisine et de salle de bain	www.rev-a-shelf.com
Knape & Vogt	Coulisses de tiroirs, ferrures de meubles et d'armoires, unités de rangement pour la cuisine et la salle de bain, rayonnage	www.kv.com
Windquest Companies Inc.	Range-placard EASY TRACK et produits de rangement et d'organisation pour la maison	www.windquestco.com
Specialty Environmental Technologies, Inc.	Décapants à peinture et à vernis	www.citristrip.com
Genova Products, Inc.	Produits de plomberie et de construction, tuyaux, raccords, dissolvants et revêtements de sol en vinyle	www.genovaproducts.com
Handy Home Products	Constructions d'entreposage, constructions de bois d'oeuvre, belvédères et maisonnettes prédécoupés / partiellement assemblés	www.handyhome.com
Peerless Chain Company	Chaînes, cordage, câbles métalliques, formes métalliques, accessoires	www.peerlesschain.com
Cargill Salt	Sel industriel, adoucisseurs d'eau	www.cargillsalt.com
Toro/Hardie Irrigation	Systèmes de gicleurs	www.lawngenie.com

Emplast	Armoires de rangement	www.emplast.com
Warner Tools	Machines à décoller le papier peint, outils pliants à usages multiples	www.warnertool.com
Bondex International, Inc.	Peinture relief, peinture, revêtements muraux, produits d'imperméabilisation, réparation générale du béton et rapiéçage	www.bondex.com
Laclede Chain Mfg. Co.	Fabricant de chaînes d'acier soudées	www.lacledechain.com
Mr. Spindle	Tiges en cèdre et en séquoia	www.acm.ndsu.nodak.edu/~jhorsley/mrspindle.
Sophir Morris Paint	Peinture	www.sophir.com
Vital Applications Company	Pistolets à calfeutrer et à jointer	www.vitalproducts.com
OSI Sealants, Inc.	Produits de calfeutrage, produits de scellement et adhésifs	www.osisealants.com
Halex	Raccords et applications électriques	www.halexco.com
Lamson Home Products	Produits électriques, dont conduites et raccords, et produits de sécurité	www.lamson-home.com
Lamson Home Products (suite)	Commandes d'éclairage et gradateurs de lumière, interrupteurs sans fil et carillons de porte	
Hillman Group, The	Attaches, articles spéciaux, outils de marchandisage, soutien technologique	www.hillmannet.com
Ameritool	Outils à main et électriques, réservoirs sous pression	www.ameritool.com
Schrock Cabinet Company	Armoires faites à la main	www.schrock.com
Western Building Products, Inc.	Bois d'oeuvre, fenêtres, portes, ouvrages de menuiserie, quincaillerie, cuisines et salles de bain	www.wbpi.com
RB Manufacturing Co.	Matériel de manutention	www.rbmfgco.com
Steel City Corp	Produits en métal, boîtes, boîtes à lettres, contenants en métal ouvré	www.scity.com
Encore Industries, Inc.	Articles divers pour la peinture, dont seaux, plateaux et couvertures en plastique, en papier et en métal	www.e-Encore.com
Manco, Inc.	Rubans adhésifs sensibles à la pression, y compris rubans adhésifs en toile, produits de montage, Draft Buster,	www.manco.com
Manco, Inc. (suite)	produits d'intempérisation pour la maison, Easy Liner, Smooth Top et autoadhésifs Easy Liner, articles ménagers Softex	
Elgar Products, Inc.	Pièces de réparation et fournitures pour moustiquaires et fenêtres	www.elgar-usa.com
Designer Doors, Inc.	Portes à panneaux en relief en bois dur, société spécialisée dans les portes intérieures	www.designer-doors.com
Flood Company	Teintures, produits nettoyants pour le bois, finis, accessoires de peinture, détachants	www.floodco.com
Sunworthy Wallcoverings	Conception et motifs de revêtements muraux, frises et bordures	www.sunworthy.com
Pakmix, Inc		www.pakmix.com
Alby Materials, Inc.	Matériaux de construction en béton	www.alby.com
Milwaukee Electric Tool Corporation	Outils électriques	www.mil-electric-tool.com
Generac Portable Products	Génératrices et machines à laver à haute pression	www.generac-portables.com
Woodmaster Foundations, Inc.	Fondations permanentes en bois, ensembles d'éléments muraux préfabriqués, isolation Icynene	www.woodmasterfoundations.com
Ensley Tool Division/Rothenberger USA	Outils de cintrage des tuyaux et de tir des câbles	www.ensley-tools.com
Chapiewsky INC.	Produits d'écoulement de la pluie, gouttières et rallonges de descente pluviale	www.raindrain.net
Lavelle Industries, Inc.	Produits de caoutchouc et de plastique pour cabinets de toilette, robinets	www.korky.com

Région du Sud-Est

Société	Produits	Adresse URL
HB&G Inc.	Colonnes, ouvrages de menuiserie	www.hbgcolumns.com
UDA Construction Technologies	Ressource exhaustive de contrats d'immobilier et de construction, d'ordres de modification, de conflits de sous-traitance,	www.constructionnet.com
UDA Construction Technologies (suite)	de renonciations à des privilèges, de devis d'immeubles et de guides d'estimation des coûts et de planification	
Chromalox: Wiegand Appliance Division	Éléments chauffants électriques, certification ISO 9001	www.chromalox.com
Cerrowire & Cable	Fil électrique de bâtiment en cuivre et en aluminium de 600 volts	www.cerrowire.com
Cris-Metal	Armoires de salle de bain	www.cris-metal.com
Asphalt Research Technology, Inc.	Pièces pour nid de poule en asphalte à froid EZ Street^{MD}	www.ezstreet-miami.com
Premdor Corporation	Portes intérieures et extérieures	www.premdor.com
Antelco Micro Irrigation	Matériel d'irrigation	www.antelco.com
DOC-BOX Company	Système d'affichage des documents sur le chantier (permis, etc.)	www.docbox.com
Brockie International, Inc.	Matériel de manutention et de marchandisage des revêtements de sol, fils électriques, pneus, tracteurs de jardin, etc.	www.accu-cut.com
Flamco	Solins et bordures de toit, dispositifs d'assemblage pour montures en bois, produits d'aération	www.flamco.com
Q.E.P. Co., Inc.	Outils spéciaux et produits connexes de revêtement de sol	www.qep.com
Milliken & Company	Tapis et nettoyeur à tapis Capture	www.millikencarpet.com
Cellofoam North America Inc	Produits d'isolation en polystyrène expansé pour bâtiment	www.cellofoam.com
Hoover Treated Wood Products, Inc.	Bois d'oeuvre et contreplaqué ignifugés, bois d'oeuvre et contreplaqué traités à l'arséniate de cuivre chromaté	www.frtw.com
Short & Paulk Truss Plant	Bois d'oeuvre, panneaux, murs secs, produits de toiture, de maçonnerie, d'isolation,	www.shortpaulk.com53U
Short & Paulk Truss Plant (suite)	ouvrages de menuiserie, peinture, outils, fournitures électriques et de plomberie, quincaillerieUU	
Oldcastle Inc	Produits prémoulés, produits d'architecture, verre, granulats, asphaltes,	www.oldcastle.com
Oldcastle Inc (suite)	béton prêt à l'emploi, distribution de matériaux de toiture et de parement	
Deckspert Collection	Bois d'oeuvre traité pour terrasses, quais, belvédères et produits de clôturage en bois	www.deckspert.com/
Mellco, Inc.	Bois d'oeuvre traité, produits d'extérieur spéciaux, platelage de rechange	www.mellco.com
Distribution Synergies Inc	Accessoires d'enchevêture	www.weedwarrior.com
TrimJoist Corporation	Bois de haute technologie	www.trimjoist.com
Stillwater Products, Inc.	Améliorations de tôlerie architecturales pour baies / fenêtres en saillie, etc.	www.decoroof.com
Liberty Hardware Mfg.	Ferrures pour armoires et quincaillerie de bâtiment	www.libertyhardware.com
Regent Lighting Corporation	Produits d'éclairage	www.regentlighting.com
General Marble Company	Marbre	www.generalmarble.com
Vengeance Creek Stone, Inc.	Pierres naturelles pour construction et aménagement paysager	www.vcstone.com
Clift Industries, Inc.	Détachant Oil Vanisher	www.cliftindustries.com
JM Huber Corporation	Panneaux de particules orientées	www.huberwod.com
Southern Truss and Components	Fermes de toit et de plancher, fabrication de panneaux muraux ; expédition dans trois États	www.triangle-lumber.com/stores/truss
Porta-Nails, Inc.	Outils pour le travail du bois	www.porta-nails.com
Screen Tight	Système de moustiquaires pour vérandas et portes pour les constructeurs de maisons et les bricoleurs	www.screentight.com
Colwood Pressure Treated Lumber	Bois d'oeuvre traité sous pression, produits de traitement du bois, échange électronique de données, codification à barres,	www.colwood.com

	contrôle des stocks informatisé	
Aqua Glass Corp	Enceintes de salle de bain, baignoires, douches, baignoires à remous, appareils à vapeur, portes de douche	www.aquaglass.com
Davidson Ladder	Échelles	www.ladderpros.com

Région du centre du littoral de l'Atlantique

Société	Produits	Adresse URL
DAP, Inc.	Produits de calfeutrage et de scellement, matériaux d'installation de carreaux de céramique, adhésifs	www.dap.com
Tenax Corporation	Extrusion de polymères de thermoplastique pour la production d'une vaste gamme de filets et de grilles,	www.ten[illegible]et
Tenax Corporation (suite)	filets extrudés et tissés, matériaux géosynthétiques, pellicules et textiles	
Baltimore Tool Works	Outils	www.baltimoretool.com
Werner Ladder Company	Produits d'escalade en fibre de verre, en aluminium et en bois	www.wernerladder.com/
Amerimax Home Products	Gouttières	www.amerimax.com
Weaber, Inc.	Bois d'oeuvre dur — brut et corroyé — sous-produits du bois — billes	www.weaberlumber.com
Novelty Mfg.	Jardinières intérieures et extérieures : Countryside^{MD}, Home'n Garden^{MD}, collection Renaissance	www.noveltymfg.com
Adams Mfg. Corp.	Accessoires pour la pelouse et le jardin, meubles en résine, crochets et attaches,	www.adamsmfg.com
Adams Mfg. Corp. (suite)	ventouses, accessoires de décoration de Noël	
United Gilsonite Laboratories	Produits de peinture spéciaux et d'entretien de la maison	www.uglproducts.com
Channellock, Inc.	Pinces, outils à main	www.channellock.com
SFS Plumbing	Fournitures de plomberie	www.sfsplumbing.com
Benjamin Obdyke Incorporated	Évents en rouleaux, évents de faîtage, système de parements en vinyle Perma-Trim, sous-finition en [illegible]re perméable à la vapeur d'eau	www.obdyke.com
Alum-A-Pole Corporation	Échafaudage, spires en vinyle cintrables, accessoires de navigation	www.alum-a-pole.com
Accu-Weld	Fenêtres en vinyle et portes d'entrée en acier pour construction neuve et de remplacement	www.accuweld.com
Ondura Roofing Products	Feuilles pour toiture et réfection de toiture et tuiles pour toiture environnementales pour construction [illegible]dentielle, commerciale et agricole	www.ondura.com/
Marley Mouldings	Bois d'oeuvre extrudé et moulures de polymères décoratives formées	www.marleymouldings.com/
Appalachian Woods	Revêtements de sol, bois d'oeuvre, pièces d'escalier, poutres dressées à la main et parements en coeur de pin, [illegible]taignier et chêne antiques recyclés	www.appalachianwoods.com

Région du Nord-Est

Société	Produits	Adresse URL
Bilco Company, The	Portes de sous-sol, caisses de soupirail, entrées de sous-sol, exutoires de fumée automatiques, châssis tabatières	www.bilco.com
Roebic Laboratories, Inc	Produits de traitement biologique des eaux usées	www.roebic.com
Pole Hoist Corporation, The	Étuis à outils en cuir, adaptateurs pour scie circulaire, appareils de levage	www.polehoist.com
Verilux Inc.	Produits d'éclairage — spectre continu et éclairage sain	www.ergolight.com
Gordon Corporation, The	Portes de sous-sol en acier	www.gordoncelladoor.com
Stanley Works, The	Outils, produits de quincaillerie, produits de quincaillerie spéciaux, portes	www.stanleyworks.com
Tru-Fit (division industrielle)	Supports dorsaux, dispositifs de levage	www.Tru-Fit.com
Mayhew Tools	Ciseaux, leviers, poinçons	www.mayhew.com
Boston Retail Products Corp.	Accessoires de présentation pour centres de rénovation	www.bostonretail.com
Fiberlock Technologies, Inc.	Peinture au plomb et produits d'élimination des poussières d'amiante	www.fiberlock.com
American Manufacturing Corporation	Ferrures pour échafaudage, dont supports pour toit, échafauds à chevalet de pompage, crochets/UU	www.american-mfg.com
American Manufacturing Corporation (suite)	vérins de calage, supports de paroi latérale et accessoires connexes	
Rugg Manufacturing Company	Outils pour la neige, outils pour la pelouse et le jardin	www.rugg.com
JIL Industries	Auvents pare-soleil rétractibles	www.sunsetter.com/sunsetter2.html
Hyde Manufacturing Company	Outils	www.hydetools.com
Parks Corporation	Produits de finition du bois, solvants et décapants	www.parkscorp.com
Kevlaur Industries, Inc.	Paillis d'écorce, pépites de thuya doré, pépites d'écorce de sapin, bardeaux de cèdre et cales	www.kevlaur.com
Kevlaur Industries, Inc. (suite)	Tuteurs pour tomates / jardin, lattes	
Phoenix Lock Company, Inc.	Ferrures en laiton, charnières, produits de quincaillerie de bâtiment	www.phoenixlock.com
Secura-Seal Corp.	Systèmes d'entrée personnalisés	www.customentry.com
Demountable Concepts, Inc.	Systèmes de carrosserie de camion démontables pour camions porteurs	www.demount.com
CEO, INC.	Systèmes d'installation de blocs de verre pour le bricoleur	www.OUTWATER.COM/SWTRACK.HTM
Ambrose Associates, Inc.	Quincaillerie	www.hometown.aol.com/pambr123/myhomepage/index.
X-10 (USA) Inc.	Systèmes domotiques, de surveillance résidentielle et de sécurité résidentielle, et chaînes audiovisuelles domestiques	www.x10dealer.com
Ercon, Inc.	Outils de mesure : ASquare^{MC}, équerres de charpentier pliantes, équerres rapides pliantes, triangles à dessin pliants 3, 4, 5	www.asquaretools.com
American Standard	Produits de plomberie	www.us.amstd.com/
Karp Associates Inc	Portes d'accès, trappes d'accès de plafond, trappes d'accès de plancher	www.karpinc.com
Village, Division of FSC Wallcoverings	Papiers peints, frises et appliques décoratifs	www.villagehome.com
SATCO Products, Inc.	Produits électriques et d'éclairage	www.satco.com
OXO	Cuisines ergonomiques à haut rendement, outils à main et de nettoyage	www.oxo.com
Shur-Line	Outils et accessoires de peinture	www.shurline.com
Handy Hardware Corp.	Carreaux muraux	www.geocities.com/PicketFence/Street/2969
FSC Wallcoverings	Revêtements muraux et textiles pour la maison de Village, Waverly, Gramercy	www.fschumacher.com